

Lawyers offered improved pay deal

No 62,295

THE TIMES 1785-1985

Tomorrow

Saving the children Princess Anne, professional charity worker
Deficit beater? James Baker, US Treasury Secretary, talks to *The Times*
Moscow style Mrs Gorbachov, leader in Russian fashion
Modern manners Changing roles in the mating game
Legal eagles Full list of Law Society examination results

Portfolio

Today's Times Portfolio competition prize is £4,000 - double the usual amount because no one won yesterday. Portfolio list, page 24; how to play, Information Service, back page.

Inflation cut will curb pension rise

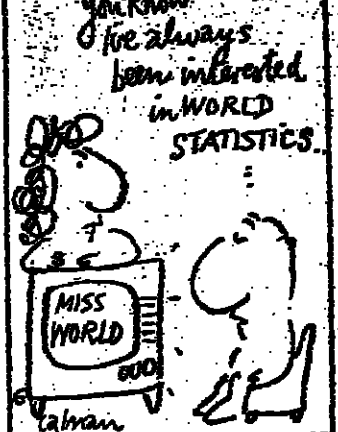
Pensions and other social security benefits will rise by a combined total of less than 3.5 per cent in the next two upratings in July 1986 and April 1987 - because the Treasury expects the inflation rate to have to 3 per cent by next September. Page 25

TV debate

The Commons debate on the televising of proceedings will take place next Wednesday.

Irish smiles

Northern Ireland qualified for the football World Cup with a 0-0 draw against England at Wembley last night.



Valley of death

"A more fearful spectacle was never witnessed than by those who beheld their heroic countrymen rushing to the arms of death," wrote William Howard Russell of the Charge of the Light Brigade 131 years ago. On this day, page 15

Job flexibility

Jobs in British companies, even at executive level, need far more flexibility to improve efficiency, says Peter Wickens of Nissan in an introduction to today's 12-page General Appointments section. Pages 37-48

SPECIAL REPORT

Young people, especially blacks in deprived areas, face increasing competition in the quest for jobs. Project Fulfillment has some answers. Pages 17-22

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Letters: On privatization, from Mr L. Sargent, and others; Canary Wharf, from Mr K. Bagnall, QC

Leading articles: Pay pressures; TSB ownership; Western European Union

Features, pages 12, 14
Ulster's hard road ahead; Sharon showdown; Miles Kingston on great wine races; Spectrum: Gorbachov profile

Books, page 13
James Fenton reviews *Night and Day*, Graham Greene's magazine; Woodrow Wyatt on Sara Keays; Henry Stanhope reviews fiction; Allan Massie on Norman Lewis; Basil Boothroyd on *Small Parts in History*

Obituary, page 14
Professor Andreas Gruntzig; Dr E. J. Opik

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La crème de la crème

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Israel on brink as Peres seeks to dismiss Sharon

From Ian Murray, Jerusalem

The fragile Israeli coalition government was brought to the edge of collapse yesterday when Mr Shimon Peres, the Labour Prime Minister, demanded the dismissal of his most outspoken government critic, Mr Ariel Sharon.

During a three-hour Cabinet meeting last night, Mr Sharon, who is Trade and Industry Minister as a Likud coalition member, was told that he must give the fullest possible apology to the Prime Minister for a series of abusive criticisms.

Failing such an apology, he would be given 48 hours' written notice to leave the government.

Mr Sharon has accused Mr Peres of going behind the Government's back to hold secret talks with King Hussein of Jordan, and has even claimed that the Prime Minister is prepared to consider what amounts to the ultimate Israeli treason: talking to the Palestinian Liberation Organization.

The Prime Minister's actions, Mr Sharon has said, amount to "unparalleled cynicism, with disregard for every administrative norm". Mr Peres, who warned Mr Sharon in August that he must stop criticizing the Government of which he is a member, decided he had no alternative but to ask for his dismissal.

Under the rules of the coalition between the Labour alignment and Likud, ministers can be dismissed only by the leader of their own faction. In Mr Sharon's case, this is Mr Yitzhak Shamir, the Foreign Minister who will take over as

Prime Minister in October if the Government lasts until then.

Mr Shamir was summoned to the Prime Minister's office yesterday and told to dismiss Mr Sharon. If he refused the Prime Minister said he would use his legal power to throw out the minister.

Mr Shamir, who is in danger of losing face in his own party if he gives in, has already said that his wayward member's remarks did not constitute grounds for dismissal. He called a meeting

of Likud to try to find a solution. An answer came from Mr Yitzhak Peretz, the Interior Minister, who is a member of one of the tiny religious parties which make up the coalition. He suggested that Mr Sharon make a public apology.

An apology was written and broadcast on Israeli Radio just before that evening Cabinet meeting when the dismissal was to be delivered. "I think I said what I meant," Mr Sharon said. "I apologize for this," Mr Sharon said.

But he continued "For all that, I stand by my opinion on the substantive political issues. These issues are really important ones for the security of the state and its existence. I want to make it clear that the importance of the national unity Government is paramount to me, especially at this time when we are facing so many challenges."

It was not a apology that Mr Peres could accept. When the Cabinet meeting began, he demanded more. He told Mr Sharon he would have to add he had every confidence in Mr Peres as Prime Minister.

But that was further than Mr Sharon was prepared to go. He will now come under the strongest pressure to swallow his pride and to make the public statement demanded by Mr Peres.

If he fails to do so, Mr Shamir will be faced with the difficult alternatives either of standing by his rebellious minister - and so taking Likud out of the government - or of bowing to the will of Mr Peres by dismissing Mr Sharon, and thus wrecking his own reputation as party leader.

The national unity coalition consists of members drawn from eight parties who hold 97 of the 120 Knesset seats. Likud holds 41 and the Labour alignment 40.

Of the smaller parties involved, only the Shinui, with three seats, would be certain to follow Labour into government if the coalition should collapse.

Outside the present government, Labour could expect the support of the six members of Mapam and the four members of the Arab List.

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Men at the heart of the crisis: Mr Sharon (left) and Mr Peres last night.

Court clears way for Honeyford dismissal

By Peter Davenport

Bradford city council yesterday won the right to reopen disciplinary proceedings against Mr Ray Honeyford, headmaster of Drummond Middle School in the city, that could ultimately lead to his dismissal.

In a unanimous decision judges in the Court of Appeal overturned an earlier decision of the High Court which had ruled that the local authority was wrong to suspend Mr Honeyford after a vote of confidence by his board of governors.

The verdict yesterday is, however, unlikely to produce any rapid developments in the affair which has dragged on for three years.

Officers of the City Council are to seek legal advice after studying the judgement in detail, and Mr Honeyford's union, the National Association of Head Teachers, which was refused leave to appeal yesterday, announced that it is to petition the House of Lords to take the case further.

Mr David Hart, General Secretary of the Association, said: "We are naturally disappointed both for Ray Honeyford and for heads everywhere. We shall continue to support and defend Mr Honeyford to the hilt."

Although there will be no immediate moves from the council, the decision by the Court of Appeal was welcomed warmly by parents who have been campaigning for Mr Honeyford's removal from the school.

Mr Renben Goldberg, a Labour councillor and a member of the board of governors, said: "We are delighted, I and the parents' action group will be asking the council to dismiss Mr Honeyford quickly. This is a victory for the parents."

However sources within the council's education department said yesterday that it was unlikely, should the disciplinary process be reinstated, that it would lead to the dismissal of the headmaster, who was suspended originally for writing a series of articles critical of the multi-racial education policies in the city.

A more likely course would be a written warning, but it is acknowledged that the court ruling alone will not resolve an affair which has already seriously disrupted the education of the 500 pupils most of them coloured, at Led Zeppelin School and has led senior police officers to warn that the issue could be used by extremists to generate racial unrest in the city.

Continued on page 2, col 5

Ulster HQ likely for Anglo-Irish advisers

By Philip Webster, Political Reporter

The Government has agreed that the new permanent secretariat to serve a council of ministers from London and Dublin under the Anglo-Irish agreement should be situated in Northern Ireland, probably in the Belfast area.

With the British and Irish governments on the brink of signing a deal - the British Cabinet will almost certainly ratify this morning - senior ministers confirmed last night that the secretariat, a central and symbolic component of the agreement, would be in the North but not, as the Republic wanted, in central Belfast.

A summit between Mrs Margaret Thatcher and Dr Garret FitzGerald, the Irish Prime Minister, to announce the accord is imminent. It could be tomorrow or even later today.

The Government decided that to have sited the secretariat, a mini-embassy of civil servants from Dublin and London, in a sensitive area in the city centre would have been unduly provocative to the Unionist population.

The likely location of the secretariat was not known last night. Ministers believe that a site on the outskirts of the city would be acceptable and among those that may have been considered is Aldergrove airport, which is well outside Belfast.

In Northern Ireland, Unionist politicians were last night convinced that the venue for the summit would be Hillsborough Castle, the former residence of the province's governor until the position was abolished in 1973.

There was some embarrassment in London over the stream of apparent leaks in Dublin newspapers yesterday suggesting that the summit will take place tomorrow and giving purported details of the agreement.

For security reasons British Government sources refused to say when the summit would take place, or where, although it is understood that alternative conference sites have been prepared.

Ulster Unionist MPs protested in the Commons about the newspaper leaks, and demanded a statement in the Commons today.

The main features of the agreement are the ministerial body, to be headed by Mr Tom King, Secretary of State for Northern Ireland, and Mr Peter Barry, the Republic's Minister for Foreign Affairs, and a secretariat and a parliamentary body made up of members of the British and Irish parliaments.

The purely consultative role of the Republic will be stressed, particularly by Mrs Thatcher, when the agreement is unveiled. And it will be repeatedly stated that the constitutional position of Northern Ireland within the United Kingdom will be unchanged.

Approval expected, page 5

Six held in INLA bomb police raids

By Stewart Tandler, Crime Reporter

Four men and two women were held under the Prevention of Terrorism Act yesterday in a series of raids across London by detectives from Scotland Yard's anti-terrorist branch investigating bombs left at Chelsea Barracks.

The bombs, two devices totalling 40lbs of explosive, were left in holdalls outside the barracks on Monday night. They were defused and are thought to have been aimed at accommodation close to the perimeter of the barracks.

The bombs were timed to explode early on Tuesday and the devices, described as crude, contained iron bolts or nails which would hurt out during the blast.

The Irish National Liberation Army claimed responsibility in Dublin after the bombs were discovered and the six held yesterday are said to be from the Irish Republic. Detectives say fresh arrests could follow.

The six were arrested in raids which included a number of addresses in north London. They are being held in Paddington Green police station which has specially secure areas for terrorist suspects.

Scotland Yard believes that the planting of the bombs may have been a single attack by INLA rather than an attempt at a sustained campaign which it is thought they would find difficult to mount. The group has not been active for some time in mainland Britain and has tended to mount single attacks.

In 1979 INLA took responsibility for the attack on Mr Airey Neave, the Conservative Front Bench spokesman on Ulster, who was killed by a car bomb in the House of Commons car park.

Rank in £100m offer for Mecca

By Patience Wheatcroft

Rank Organisation is negotiating to buy the Mecca Leisure and Warner Holiday business from Grand Metropolitan for about £100 million. Rank has the financial muscle to beat a planned £50 million management buy-out of the bingo halls to holiday camps business and may be prepared to pay almost double that amount. The only obstacle to a Rank purchase would be the possibility of a reference to a Monopolies Commission.

Grand Metropolitan announced last month that it had decided to sell Mecca and Warner because they did not form part of the long term strategy of the Watneys brewing to Express Dairies group.

It was already discussing a sale to the directors who have not raised the money they wanted to mount the buyout. But Grand Met's announcement was the signal for other companies to look at Mecca and Warner. "It would be silly of us not to be interested," said a Rank executive last night.

Rank, with its hotels, Butlins holiday holiday camps and Top Rank bingo clubs, could easily assimilate the Mecca and Warner business, but there would be a strong risk of a Monopolies reference. Between them they control 38 per cent of the bingo hall market in London, while the level at which the Office of Fair Trading can decide to refer a takeover is 25 per cent of a particular market.

More than 160 Mecca-owned clubs and dance halls are to be included in the package, together with ice-rinks, bowling alleys, snooker clubs and an outside catering business. Together they probably made pretax profits of about £7 million in the year to September.

Rank has about 70 bingo clubs, but despite increased profitability from these last year, they were still only a minor contributor to the pretax profits of £105 million which the company made in the year to October 1984.

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Minister hints at delay in TSB float

The Government implied yesterday that the flotation of the Trustee Savings Bank, planned for next February could be delayed after the Scottish court ruling that the bank was owned by its depositors.

Mr Ian Stewart, Economic Secretary to the Treasury, said in a statement to Parliament that the Government was putting no pressure on the TSB to press ahead with the flotation.

He said that the Government expected to lodge an appeal as soon as practicable.

Parliament, page 4
Leading article, page 15

North West Thames Regional Health Authority

Banstead Hospital

SUTTON, SURREY

This Hospital occupies a site of approximately 112 acres of which about 70 acres are developed with more than 750,000 sq. ft. of buildings. Subject to the outcome of consultations, the hospital is expected to become surplus to Health Service requirements in a year's time.

Enquiries from Institutions, Government Departments, and all other interested parties to:

Weatherall
7 Curzon Street London W1P 7TL
01-493 5566

Tebbit pledges TV porn crackdown in war on permissive society

By Anthony Bevins, Political Correspondent

Mr Norman Tebbit last night declared war on the permissive society and in a personal manifesto for the next election forecast that a Conservative government would eventually bow to the public demand and crack down on violence and soft pornography on television.

The Conservative Party chairman, widely regarded as the Prime Minister's heir apparent, set his sights on lower taxes, zero inflation, and a boost for private health, welfare and education. He said that at the next election the voters would face the same essential choice as in 1979 and 1983: "Whether they prefer the path of freedom to the road to serfdom."

But in the first Disraeli Lecture to the St Stephen's Club in London, he also said that the Conservatives above all understood that the defence of freedom involved "a defence of the values which make freedom possible without its degeneration into licence."

He said: "Society today is more violent and criminal and corrupt than it was." But he said that change could not be explained by a lack of police, because numbers had been

increased; by poverty or unemployment, with California richer and more criminal than Britain; or even by Labour's Mr. Bernie Grant and others who exploited "violence for their own political ends".

"No. The trigger of today's outburst of crime and violence is deeper. It lies in the era and attitudes of post-war funk which gave birth to the 'permissive society' which, in turn, generated today's violent society."

Much had already been done by the Conservative Government to put right what had gone wrong. But in an implicit criticism of current policy, Mr. Tebbit said: "Above all, I believe that by the 1990s we shall see the effects of a revolution against the values of the permissive society."

In a passage which some might interpret as a reference to capital punishment, Mr. Tebbit then said: "The public are demanding stiffer sentences for criminals - and in the end they will get them."

"They will demand that television producers think about the effects of what they broadcast upon impressionable

people - and in the end that will happen."

"Permissiveness compounded by the economic failure and personal irresponsibility engendered by the socialist state leads inevitably to the violent society."

Mr. Tebbit set out seven other Conservative targets for the 1990s:

● An effective end to inflation, "the cruellest, most arbitrary and destructive tax of all";

● Greater business success, stimulated by growing realism in industrial relations;

● Much fuller employment, with particular expansion in the least unionized and most flexible areas of the economy;

● A reduction in the burden of taxation, "our goal must be that of a low tax society";

● Greater private sector provision of education, pensions and health;

● Expansion of private ownership, with High Street share shops;

● Sweeping away of anti-competitive practices, "not least that of indiscriminate subsidy".

Murder and rapes case remand

By Stewart Tendler

An unemployed car mechanic, aged 22, charged with murdering a London prostitute, abduction and two rapes, was yesterday remanded in custody for three days by Bow Street magistrates.

The man, who may not be named because he faces rape charges, was described in the court list as "male anonymous".

He is accused of killing Jacqueline Murray, aged 22, on November 4. He is also charged with abducting a woman in Wiltshire on November 2 and raping her in the same day. In another charge he is accused of raping a woman in Ashted, Surrey, on October 19.

Identity parades may be held.

Sales up, but pub wine fails to impress

By Teresa Poole

British wine drinkers are not impressed by the standard of wine offered in pubs. Almost two thirds feel that pub wine tends to be of poor quality and even more cannot get the wine they really like.

Regardless of quality, wine consumption at home and in pubs and restaurants continues to increase sharply and around 200 million litres is likely to be drunk over Christmas and New Year alone.

The table wine market is now worth about £1.9 billion a year and more than 500 million litres will be drunk this year in Britain compared with 415 million litres in 1984.

A survey by the wine shippers Stowells of Chelsea shows that London and the South of

England are still the most popular areas for wine. But Scotland is now the fastest growing wine market with a 26 per cent rise in wine sales this year alone. Wine is now being drunk more often in the North of England and Yorkshire is the second fastest growing market.

When choosing a wine in an off-licence, most customers inspect the shelves but then settle on the same kind of wine, a medium white wine, often Germanic in style. Overall, 70 per cent of wine that is bought is white.

In London almost half of the wine drinkers have wine with their dinner at least once a week but in the South West of England this drops to just one in five.

Jury told WRAC 'was sexually experienced'

A WRAC aged 22, who alleges that she was raped in a barracks room by 13 paratroopers, told Winchester Crown Court yesterday that she was sexually experienced.

She denied that she had a special nickname among soldiers but knew there were some who called her "the big un". The woman sobbed continuously as she was cross-examined by counsel for the men, who deny raping or indecently assaulting her at Picton Barracks, Bulford, on Salisbury Plain last November.

Twelve of them are also accused of inciting the thirteenth to rape her and four are charged with conspiracy to rape.

Three face additional charges of rape and indecent assault on the same night.

The woman denied that she had flaunted herself in front of the men in a bar in Salisbury during a lunchtime drinking session. She agreed that she had returned to the barracks with two men and had sex with another man she met there.

She denied that there had been any sex-play either later in a taxi, or as she sat on a bed in a soldier's room watching television. She agreed that she had consented twice to have sex with one of the paratroopers charged with her rape. The trial continues today.



Irma Jakobson (left), a former dancer with the Kirov Ballet and now one of the most distinguished ballet teachers in the West, coaching members of the Royal Ballet School yesterday. She is the first guest teacher engaged under a scheme made possible by a donation to the Royal Ballet by the Weltkunst Foundation. (Photograph: Warren Harrison).

Prosecutors seek better deal

By Frances Gibb, Legal Affairs Correspondent

Trade unions representing lawyers and other staff who will work in the new Crown prosecution service are to launch a parliamentary campaign to improve their pay and career prospects after what they described as a "bitterly disappointing" Government offer.

On Tuesday night Sir Patrick Mayhew, QC, the Solicitor General, announced an improved package for the 1,500 lawyers who will work in the new service after widespread criticism that previously proposed pay levels would deter applicants.

The total £1.7 million package will increase basic pay for the junior posts of Crown prosecutor from £9,700 to a new starting level of £10,500 (the maximum rises from £14,000 to £15,000). It also improves the ratio of senior to junior posts by

boosting the total number of senior crown prosecutors from 300 to 400, and lowering the total of crown prosecutor posts from 900 to 800.

But yesterday Mr Charles Cochrane, assistant secretary of the Council of Civil Service Unions and convener of the Crown Prosecution Service trades union group, said that despite the commitment of Sir Patrick and his staff, the proposals would "enshrine the service as second rate compared with the rest of the Government legal service and with the pay scales in local government, from where the majority of the staff will come."

The proposals would still fail to recruit, retain and motivate the necessary staff, both legal and others, to provide the standard of service that Parlia-

ment and the public had a right to expect, he said.

Mr Cochrane warned that the "mass exodus" of staff now employed in existing legal departments would continue, leaving a question mark still over the commencement of the service next year.

The trade union group would be lobbying MPs, he said, so that there would be a forcible protest when the transfer regulations necessary for bringing the new staff into the Civil Service were put before Parliament.

Criticisms also came yesterday from the National and Local Government Officers' Association, which described the improvements as "cosmetic".

Bar pressure, page 5

Journalists to ballot on Maxwell

By Our Labour Reporter

A ballot on industrial action to be held by the National Union of Journalists at the London and Manchester offices of Mirror Group Newspapers in defence of jobs at the company's offices at Holborn Circus near Fleet Street, the union said yesterday.

Meanwhile Sogat, the biggest union, was distributing strike ballot papers to its members at a mass meeting in Central Hall, Westminster last night.

In an attempt to dampen militancy Mr Robert Maxwell, MGN publisher, issued an internal memorandum offering staff who remain with the company an all-round salary increase of 10 per cent next year together with an enhanced early retirement package which could give some staff up to £38,500.

Mr Maxwell originally threatened to dismiss all his London employees by the end of the month, unless unions agreed to shed 2,000 jobs. He has since offered to suspend notices, but unions have refused to negotiate until he withdraws the threat completely.

Court clears way for dismissal

Continued from page 1

It is felt that only a decision by Mr Honeyford, aged 51, to leave the school with a negotiated financial settlement that has been estimated at around £100,000, will resolve the situation.

Yesterday's court decision

Honeyford timetable

January 1980: Mr Honeyford appointed headmaster at Drummond Middle School.

November 1982: He publishes an article, "Multi-racial Myths", in *The Times Educational Supplement* and is later seen by the Director of Education.

Summer 1983: Mr Honeyford publishes another article, "Multi-racial Influences", in *The Salisbury Review*.

September 1983: A third article, "When East is West" is published in the *TES*.

January 1984: "Education and Race: An Alternative View" is published in *The Salisbury Review*.

March 1984: Increasing anger in Bradford's Asian community leads to formation of parents action group at Drummond School, where 95 per cent of pupils are from ethnic community.

May 1984: "Do-gooders Doing a Diservice" by Mr Honeyford is published in *The Times*.

June 1984: *The Yorkshire Post* carries an article by the head, "Taking the Risk of Telling the Truth".

hinged on who had the final power to discipline a head: the governors or the education authority. In the end the judges came down on the side of the council.

Lord Justice Dillon said that in his view, under Mr Honeyford's terms of employment and

the 1944 Education Act, the council was entitled to continue the disciplinary proceedings. It had the "inherent power" to suspend, pending a final decision.

Lord Justice Lawton said that the disciplinary procedures had not been exhausted with the governors' vote. The council, he said, could still decide to exercise its residual power to dismiss.

In giving the judgement, Lord Justice Dillon said the court was not concerned with the correctness or otherwise of Mr Honeyford's views, whether he had expressed them wisely or intemperately or whether his conduct merited dismissal.

The question was: "Who had the power to dismiss a head and, more specifically, had a local education authority power to dismiss a head teacher when the school governors had recommended reinstatement?"

Lord Justice Dillon said that the council did have the power to suspend Mr Honeyford pending a final decision.

The council was awarded costs and Mr Honeyford, who was not in court, was refused leave to appeal.

Mr Honeyford was away from school on Wednesday. He was unavailable for comment or judgement. Law report, page 32

Civil servants 'languishing in pay league'

By David Felton

Labour Correspondent

Civil servants have become the Wolverhampton Wanderers of the pay league languishing in the third division with sinking morale because of scant promotion hopes.

The football analogy, from Mr Peter Jones, secretary of the Council of Civil Service Unions which represents 500,000 white collar staff, hides a sense of despair setting in at Whitehall over the increasingly messy pay environment.

Ministers do not welcome union divisions over the Treasury's offer of a long-term pay formula and would like a return to a period of settled pay bargaining.

The unions are anxious to retrieve ground lost in recent years when the Government has held down pay increases. Estimates of the rise needed to restore civil servants' earning power to 1980, the last time a pay comparability exercise was mounted, vary between 15 and 29 per cent.

Treasury officials doubt the unions' claim of how far behind

pay has fallen, but accept that in some areas the Government has difficulty in recruiting and retaining staff, notably among clerical and DHSS staff in London.

There is also government concern about the drift away from the Civil Service by senior civil servants in the principal and secretarial grades, where pay is normally at least £2,000 less than the private sector.

Management consultants who have head hunters waiting to net senior civil servants tell of an assistant secretary earning at most £25,000, plus London

weighting, who was offered £45,000 a year plus a Jaguar car. The anecdotal evidence of the salary gap is underpinned by the four pages of jobs advertisements from tax consultancies in last month's edition of *Accessment*, the journal of the Inland Revenue Staff Federation.

Salaries offered to tax officers are substantially higher than those of the Inland Revenue, although the consultants mindfully that the majority of staff in tax offices is female, tend to offer their offers only £2,000 to £3,000 above the Revenue pay scales.

The Government also faces problems retaining experienced computer staff. (The Society of Civil and Public Services has presented a claim for a special annual allowance of £1,700 for data processors.)

The Government has decided to pay bonuses, to retain some staff. About 5,000 secretaries in London will receive an extra £200 a year until April 1987, when their grades are likely to be restructured.

Communications staff at the Department of Trade and Industry have benefited from special payments.

GLC moves to force Docklands inquiry

By Charles Kneivitt, Architecture Correspondent

The Greater London Council is to take court action to try to force the Government to hold a public inquiry into the controversial £1.5 billion Canary Wharf plan for London Docklands. Mr Kenneth Baker, Secretary of State for the Environment, said on Tuesday that he would not intervene because most of the scheme is within an existing legal framework.

The GLC accused him of "jumping the gun" in announcing his decision before proper consultations had taken place with the council, the Dockland boroughs and interested parties such as the Royal Fine Art Commission.

The council believes it has grounds for action because of the speed and manner in which the London Docklands Development Corporation has handled the issue. It said: "We will not have London pillaged by the joint efforts of the LDDC, American banks, and the Secretary of State for the Environment."

Four Docklands MPs also voiced their protest yesterday. A statement issued by Mr Ian Mikardo, Mr Peter Shore, Mr Nigel Spearing and Mr Simon Hughes, said that the magnitude of the proposal justified a public inquiry, and that 20,000 people would be directly affected in the area.

The Royal Fine Art Commission, which met yesterday to consider the proposals, welcomed the scheme as an imaginative idea for the regeneration of docks but said that it had not been "thoroughly thought out."

It said that the first tower which would be built in line with the Royal Naval College, Greenwich, would destroy that view. It suggested that all the skyscrapers might be grouped together on another part of the site.

The corporation is expected to sign a master building agreement with the consortium of United States and Swiss banks by December 1, less than three months after presenting its plans to the Docklands Board, and within weeks of announcing them publicly.

The development would include nearly 10 million square feet of offices, hotels, and retail space, including three skyscrapers 850ft high, which would be the tallest buildings in Europe.

Conservation and amenity groups have complained of the effect of the skyscrapers on the view from Greenwich to the Isle of Dogs, across the roofs of the Royal Naval College and National Maritime Museum.

Letters, page 15

Engineering workers accept 5.5% pay deal

By Barrie Clement, Labour Reporter

Leaders of 1.5 million engineering workers, representing the biggest bargaining group in Britain, yesterday agreed to accept a 5.5 per cent increase in basic rates and urged employers to reconvene talks on a shorter working week.

The rise, agreed by the Confederation of Shipbuilding and Engineering Unions (CSEU) compares with an inflation rate of about 5.9 per cent and pay settlements of 6.5 per cent in the manufacturing sector as a whole, according to the latest CBI figures.

Members of the Engineering Employers' Federation will now negotiate individually with union representatives at the plants, using the national minimum rate as a starting point. A nationally agreed increase last year of 5.2 per cent eventually worked out as a median rise of 5.5 per cent after company-based negotiations, the federation said.

The new deal, accepted with some reluctance by union negotiators, gives a new national basic of £101.50 for skilled workers, a rise of £5.30. Unskilled workers will receive £73.10, an increase of £3.85.

Mr Edward Scrivens, chief negotiator for the CSEU, said the unions were disappointed at the refusal of the employers to pay adult rates from the age of 18 instead of 20, a key part of the claim.

A special sub-committee of the national joint negotiating group is to meet to discuss the union's demand for a cut in the 39-hour working week to 37 hours from November next year, with a further two-hour reduction in November 1988. Employers have said any such concession must be self-financing.

Scottish steel fears 'alarmist'

Mr Peter Morrison, the Minister for Industry, yesterday dismissed as "alarmist" the view in Scotland that the closure of the British Steel rolling mill in Gartoch, Lanarkshire marked the end of steelmaking north of the border.

He told the all-party Commons Select Committee on Scottish Affairs that the closure had no bearing on the future of the Ravenscraig steelworks or the Dalzell plate mill.

Parliament, page 4

Car insurers rates rise

Motorists face a winter of rising car insurance premium rates. Two more leading insurers yesterday announced they were increasing their rates because of the growing number of claims.

Commercial Union will raise rates by 8 per cent from January 1 and expects to have to make a similar increase the following year. General Accident said another sizeable increase is likely in early 1986. Both it and Sun Alliance increased their rates on October 1.

RAF bombers win in US

For the second successive year RAF Tornado bombers have achieved success in bombing competitions against the United States Air Force.

Four RAF crews competed in the American Mid-West between October 7 and 23 for three trophies against 34 US crews. The RAF came first and second in two of the competitions and second and eighth in the other. The British team was drawn from 27 Squadron based at RAF Marham.

Concern on soil survey's future

The Agricultural and Food Research Council said in its annual report yesterday that it was concerned about the future of the Soil Survey of Great Britain, which is threatened by government spending cuts.

The survey, which is based at the Rothamsted experimental station in Hertfordshire, monitors the effects of pesticides, fertilizers, heavy metal pollution and acid rain.

TV director quits

The director of programmes for Thames Television, Mr Muir Sutherland, announced that he was quitting the company yesterday. He was one of the officers responsible for buying *Dallies* after a BBC bid was rejected.

Feminist mayor

Miss Margaret Roff, aged 44, a left-winger and feminist, has been elected Lord Mayor of Manchester by Labour councillors.

Crisis meeting

Liverpool's trade union leaders will hear today that the city will run out of money for wages next Thursday.

The Times overseas selling prices: £1.50 per copy (including postage) in the UK, £2.00 elsewhere. Single copies 50p. Subscriptions: £12.00 per annum (including postage) in the UK, £15.00 elsewhere. Back issues: 50p each. The Times is published daily except on Sundays and public holidays. Printed by the Times Newspapers Ltd, 1, Abchurch Lane, London EC4N 3DF. Tel: 01-554 7000. Fax: 01-554 7001. Telex: 9000 0000. Cable: 9000 0000. Registered office: 1, Abchurch Lane, London EC4N 3DF. Registered in England. No. 15342. Registered for VAT. VAT no. 264 617 72. Registered for company law. No. 15342. Registered for company law. No. 15342.

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"We can only hope those inside the corridors of power will take note. I shall be fasting with Oxfam." Polly Toynbee is hungry for change and she is part of a growing movement. Thousands of people from all walks of life are setting aside just one day to go without food in what promises to be a massive expression of sympathy with the poor and anger with governments who allow world hunger to grow in a world of plenty.

The signs are that Oxfam's second Hungry For Change Fast is going to be a

big one. Advance support has surpassed all our expectations. The entire staff of BBC Radio One have decided to give over one day - Nov. 15 in support of the Fast.

Commitments from leading politicians, actors, entertainers and sports personalities are flooding into our offices.

Apart from the thousands of individual fasts, many major towns in the UK are preparing organised events in church halls and schools.

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Key to Titanic salvage in 1324 Act on rights to sea wrecks

The future of plans to raise the Titanic could depend on the interpretation of a 1324 Act of Edward III, proclaiming the King's right to "all wreck of the sea, whales and great sturgeons."

Mr Justice Sheen is being asked to rule in the Admiralty Court that the Crown has no title to items salvaged off Ireland three years ago from another famous wreck, the Lusitania.

The case involves close examination of many laws and legal precedents, some very old. Part of the first day of the hearing yesterday was taken up by consideration of an 1836 salvage case entitled, "The King and Forty-Nine Casks of Brandy".

The dispute over the Lusitania centres on one of the ship's two bells and cargo, including 8,000 silver spoons embossed with the head of General Kitchener.

The items, said to be worth about £2.5 million, were salvaged in the autumn of 1982. They were landed at Pembroke and Holyhead in Wales and Montrose in Scotland and were seized by the Department of Transport's Receiver of Wrecks.

The Government claims that its right to the items, and any others brought to Britain from wrecks in international waters, dates back to the Act of Edward III.

The 33,000-ton Lusitania was sunk by a German submarine on May 7, 1915, 11.8 miles south-west of the Head of Kinsale. She went down in 18

minutes and 1,198 people aboard died.

She was located again in April, 1982, lying in 240ft of water, by two engineers, Mr John Pierce, aged 44, of Wrexham, North Wales, and Mr Barry Lister, aged 49, of Brisbane, Australia.

The bell, raised by remote-controlled submarine, was used by the ship's crew to sound the warning of the approaching torpedo and is said to be worth at least £500,000.

The action is being brought by Mr Pierce, two United States businessmen who claim to own title to the wreck and two salvage firms who took part in the 1982 operation.

They seek court declarations that the Department of Transport has no title to the wreck's contents. The issue of title to the hull has already been settled, with the department accepting that it has no claim



Mr Pierce outside the court yesterday

because the wreck is in international waters. Title to the wreck was, in any case, sold by the Government in 1962 to a businessman. The Government's title was claimed to derive from the fact that Cunard, the liner's owners, claimed war risk insurance from the Government in 1915.

Mr Pierce, who is also the leader of the team which plans to raise the Titanic, said outside the court that if the Government wins the Lusitania case, the Titanic project might not be financially viable.

Mr Pierce, inventor of the method of raising sunken objects using giant air bags filled with compressed air, plans to raise the Titanic and float it back to the Belfast shipyard where it was built.

But he said that financial backers supporting the project might back out if the hull was likely to be seized by the Government. He is confident he can raise the Titanic, which is "sitting on the bottom in perfect condition".

He said he had agreed with one of the US businessmen in the case, Mr Gregg Bemiss, of Santa Fe, New Mexico, that if they won they would share the Lusitania's bell, which is at present in the Imperial War Museum.

The sinking of the Lusitania, with 139 Americans aboard, is seen by historians as having brought the US into the First World War. "The ringing of that bell changed the course of history," Mr Pierce said.

The hearing continues today.

Father 'hysterical' over dead child

By Craig Seton

A father accused of murdering his daughter aged 22 months only 16 days after she was returned home from council care told the police he could not touch her body as plans were made of it in a cardboard box, it was alleged at Birmingham Crown Court yesterday.

On the second day of the trial of Phillip Hartwell, aged 30, unemployed, of Waterworks Road, Birmingham, the court heard that he became hysterical when a detective told him that the body of his daughter, Gemma, had been found in a shallow grave in the Clent Hills, Worcestershire, and that he was to be charged with murder.

Hartwell has denied murder and cruelty to Gemma in March this year. Detective Constable John Richards said that when

told he was being arrested for murder, Mr Hartwell "fell to his knees, lurched forward, and cried out: 'I wanted to tell you, I did not want to go through with it. Can I see Yvonne?'". Later he attempted to kill himself in his cell.

Mr Hartwell was alleged to have said: "I could not touch her, I could not touch her. So Yvonne dressed her. We put her in an apple box, a cardboard box."

On the first day of the trial, it was alleged that Mr Hartwell admitted in a statement that he had put a ball of wool into Gemma's mouth and gagged her with a scarf. She had died from asphyxia due to smothering.

The case was adjourned until today.

Car leaders still split on registration

By Clifford Webb

Motoring Correspondent

With the car industry sharply divided on the issue of annual registration changes the Government may be forced to impose its own solution.

Motor industry leaders meeting in private in London yesterday failed again to agree on a joint recommendation, with Ford, General Motors and Austin Rover each favouring different options, including total abolition of the annual new-car-registration letter change, a reversion to the change in January instead of August, or a switch to October.

A spokesman for the Motor Agents Association, representing the majority of dealers, said: "It is not just the manufacturers who cannot agree. Our members are also split from top to bottom."

Austin Rover has been leading the campaign for a change because it insists, August, favours continental manufacturers. It is the poorest sales month on the Continent, but British demands enable the European factories to maintain production in July when they would normally be forced to cut back.

In the face of the industry's indecision, the deciding factor, in the new-car registration debate will almost certainly be the inability of the Department of Transport's Swansea centre to handle 374,000 registrations over 20 per cent of the annual total, in August, when staff holidays are at their peak.

Beans and sweetcorn beat mushy peas

The mushy pea, staple fare of the stereotypical northerner and beloved of many a music hall comic, is in sad decline. But Britons are eating more baked beans, according to a survey of the tinned vegetable market.

While consumption of canned vegetables has increased by just 1 per cent in the past 15 years, shoppers' tastes have changed. Sales of tinned sweetcorn rose by 77 per cent from 1981 to 1984, and kidney beans also grew in popularity.

Sales of tinned vegetables totalled £180 million last year, nearly twice those of frozen vegetables. Some £1,975 million was spent on fresh produce.

Britons ate an average 4.45oz of baked beans each a week last year, according to the survey, up from 3.8oz in 1970. Purchases of the mushy pea were down by 3 per cent. Market Intelligence, November 1985; Mintel Publications, 7 Arundel Street, London WC2R 3DR. Telephone 01-836 1814.

Working women 'give more to the community'

Middle-aged women with full-time jobs contribute more time to voluntary community work than working men or unemployed women, a national survey of women in local public life has found.

Although there are fewer women than men in community and local government organizations, they hold proportionately more office and work longer hours than men, according to the survey released by the British Federation of University Women in London yesterday.

It found that women on average contributed 24 hours a month to local government groups, compared to 22 hours for men; 18 hours to Citizens Advice Bureau work (management committee) compared to 13.3 hours for men.

The only organization where women do not provide more hours of service than men is the magistracy. Men contribute 23 hours a month and women 15.

Condom sales 'increase after pill scares'

By Gregory Neale

The sheath is used by 30 per cent of couples using physical or chemical birth control, according to a market survey published yesterday.

It reports a 15 per cent increase in sheath sales over the past five years, in part due to concern over possible side effects of the contraceptive pill.

Male attitudes may be deduced by the fact that most sheaths are bought at chemists, or from vending machines, rather than obtained free from family planning clinics. "Many people feel that the anonymity is preferable to talking to a doctor," Mr Eugene Bacot, editorial director of Mintel market intelligence publications, said.

More than 115 million sheaths worth about £20 million were bought last year. The survey estimates there are about 200 million regular, and 1 to 1.5 million occasional users. Sheaths are also used as a

Contraceptive method	
Contraceptive pill	27
Sheath	15
Coil	13
Diaphragm cap	9
Natural (rhythm) methods	5
Vasectomy	5
Sterilization	10
None	22

Source: Family Planning Association

secondary method of birth control by 25 per cent of users of physical or chemical contraception.

Among women of childbearing age, one in five does not use any form of birth control, while, excluding those who have been sterilized, about 10 per cent of those who use contraception favour the "rhythm" method.

The Family Planning Association said yesterday that of those using contraception, the pill was the most popular. Source: Market Intelligence, November 1985; Mintel Publications, 7 Arundel Street, London WC2R 3DR. Tel: 01-836 1814.

Limited advertising for dentists

By Nicholas Timmins, Social Services Correspondent

The General Dental Council has rejected government pressure for dentists to be allowed to advertise for private treatment charges. The move will test the Government's determination to force advertising on doctors and dentists.

The council has, however, significantly relaxed its rigid ban on any advertising.

Dentists will be allowed to advertise in newspapers and on radio and television, giving their name, address, telephone number, surgery hours, emergency treatment arrangements,

whether they provide a full NHS service and the charge for an initial consultation.

But the council rejected recommendations from the Office of Fair Trading, backed by Mr Barney Hayhoe, Minister for Health, that dentists should also be free to advertise private treatment charges.

Sir Gordon Borrie, Director-General of Fair Trading, said that at a minimum dentists should advertise the charge for an examination, a simple filling, a full set of resin dentures and a gold crown.

Advertisements should also state that a full price list was available, Sir Gordon said.

The recommendations, to make it easier for patients to shop around, came after a survey of charges for private treatment showed wide variations: from less than £50 to more than £150 for a jacket porcelain crown, and from between £165 and £250 for a full set of dentures.

Sir Frank Lawton, president of the council, is to meet Mr Hayhoe to explain the council's stance.



Marks & Spencer's new image being pioneered at the company's branch in Bromley, south London. The new look is expected to increase sales by 40 per cent. (Photograph: John Manning)

Facelift for Marks & Spencer

By Patience Wheatcroft

Bromley High Street has just acquired a new tourist attraction. Inside the skin of the old Marks & Spencer store is a bright new shopping emporium, a prototype for the M&S of the future.

Gone are all the old counters laden with sweaters. Instead there are fashionable new display units, dozens of blown-up photographs and a store design which is dedicated to making customers spend more than they had intended.

The old-style Bromley store notched up sales of more than £30 million. Now, without adding an inch to its 52,000 square feet of selling space, the company expects to increase

sales by 40 per cent. Trade since Tuesday's opening makes such projections look mean.

Although Wendy Craig's appearance to declare the new look store open may have pulled in some extra spectators, it is unlikely to explain why sales of men's suits were five times those of the store before it got its facelift.

Marks & Spencer aims to spend about £480 million before March 1987 on improving and adding to its 250 stores. Ideal sites for new stores are hard to find and expensive to buy so much of the budget will go into revamping its existing stores.

M&S has been experiment-

ing with various new looks, but suburban Bromley is the first store to benefit from the findings.

Bromley's M&S now looks far more like a first-class department store than any department store. While House of Fraser and Debenhams are now full of concessionaires running their own shop-within-a-shop ventures, M&S seems to boast a full range of its own departments.

The idea behind all the glossy new display stands is to persuade customers to make "add-on" purchases, so the extensive range of soft furnishings nestle next to table lamps and paintings.

Legionnaire toll rises to four

A fourth patient has died as a result of the outbreak of legionnaire's disease in the new wing of Glasgow Royal Infirmary, Greater Glasgow Health Board said yesterday. The patient, a man aged 63, had been on the critical list.

Four cases of Legionnaire's remain in the hospital. All are said to be improving. The patients who have died in the outbreak, first reported 10 days ago are all men.

The Legionella bacterium that causes the disease was cleared by chlorination from two cooling towers.

Report to Synod calls for earlier Communion

By Clifford Longley
Religious Affairs
Correspondent

Children should be allowed to receive Holy Communion in the church of England at a much younger age, and should not need to be confirmed first, a report to the General Synod suggests today.

It is the work of a committee which was set up in response to growing dissatisfaction with the present "confirmation before communion" rule, no exact age is proposed, but the committee chairman, the Bishop of Knarborough, the Rt Rev John Dennis, said at a press conference that he expected a pattern to emerge of first communion at age six or seven.

The committee envisages confirmation after the age 16, instead of the present age range of 12 to 14.

A younger communion age would be in line with established Roman Catholic practice, and with the trend in other parts of the Anglican Communion.

According to the proposals each parish would be free to determine its own minimum age, and could retain confirmation before communion if it wished. Children already receiving communion would have a printed certificate, which among other things could be produced to the clergy if the child visited a parish where the usual starting age was higher.

Bishop Dennis said the present customary age for confirmation was not psychologically sound.

The report is to be debated by the General Synod later this month, and in due course referred to the dioceses for further debate.

Communion before Confirmation, (CIO Publishing, Church House, Dean's Yard, London SW1; £3.50).

Leading article, page 15

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Inquiry into leak of brewery bid decision

TAKEOVER

An investigation into the leak of the report of the Monopolies and Mergers Commission in favour of Scottish and Newcastle's £100 million-plus bid for Matthew Brown, a north of England brewer, was promised in the Commons by Mr Michael Howard, Under Secretary of State for Trade and Industry.

Mr Howard was questioned about the action of the Secretary of State for Scotland (Mr George Younger) and he replied that a letter written by Mr Younger, before the commission's report was officially released, would be considered in the context of the investigation, together with all the relevant information.

Mr John Smith, chief Opposition spokesman on trade and industry, said this was an extremely serious matter which revealed the Government could not hold confidential information. The Secretary of State for Trade and Industry (Mr Leon Brittan) should have come to the Commons to make the statement, he added, instead of sending a relatively junior minister.

He said newspapers carried reports which announced the result of the commission's inquiry in terms which indicated clearly that they knew the contents of the report and recommendations. This resulted in a significant movement of shares from 47p to 52p, a rise of 42p.

It is quite clear (he went on) that there ought to be an investigation in considerable depth and a guarantee of full disclosure of what it reveals.

Mr Howard: It is a serious matter and a serious investigation will take place. It will be in depth. All of the matters to which he refers will be carefully and fully investigated in the course of the inquiry.

It has not been the practice of this Government or its predecessors to publish such reports so I cannot give him a guarantee.

Mr Dale Campbell-Savours (Workington, Lab) said Mr Howard had written him a letter stating that although Matthew Brown had no intention of closing the Carlisle and Workington breweries, he could not promise their future was secure even if the firm remained independent. This was not true. He had an almost indefinite assurance from the firm on their future.

The Workington brewery (he added) made a profit of £7 million last year and until this takeover was approved by the Monopolies and Mergers Commission, it was as safe as the Bank of England. (Laughter)

It is not clear from what happened that the minister has given the green light to Scottish and Newcastle to close my brewery? (Laughter) In that sense he should resign. His act has been absolutely irresponsible.

It was the Secretary of State for Scotland (Mr Younger) who leaked

and it was his leak that led to speculation on the Stock Exchange and the rise of 50p whereby the City slickers lined their pockets.

Mr Howard: In the letter I wrote to Mr Campbell-Savours I did not express any personal views. I was stating the conclusions reached by the Commission which have been published. I invite those who wish to test the worth of his allegations to refer to that report.

Mr David Maclean (Penrith and the Borders, C). Many of my constituents feel that the conclusion reached by the Commission is at variance with the evidence presented to them. In view of the inquiry, it is better to put the whole matter on one side and have a fresh submission to the Commission.

Mr Howard: The report is available. I do not wish to make any further comment on it.

Mr Jack Straw (Blackburn, Lab) said Mr Younger had written to a member of the public four days before publication of the commission's report disclosing its contents and the decision. This showed that the Scottish Office was incapable of handling market sensitive material.

Mr Howard replied that this letter would be considered in the course of the investigation.



Campbell-Savours: City slickers lined pockets

Mr Dennis Skinner (Bolsover, Lab) said the mass of the public would view this matter as one in which a minister managed to tip-off certain favoured people with information to which the rest of the population was not privy and that, as a result of that, many people would be able to make a financial killing.

Then they will see (he said) a Tory minister come here and blithely say that instead of having a proper public inquiry, this matter will be dealt with by self-regulation or an internal inquiry.

If somebody in a betting shop managed to land a big coup on the basis of backing a string of winners after they had got past the post, it would be a subject for the Attorney General, the fraud squad and all the rest.

Mr Howard: The investigation into the facts will be thorough.

Managers decided to close Gartcosh

STEEL

If it could be established that the closure of Gartcosh cold-rolling mill would inevitably lead to the closure of Ravenscraig steel works, ministers would have to review the position, Mr George Younger, Secretary of State for Scotland, said during Commons questions.

He maintained that it was for the British Steel Corporation's management to decide the future of Gartcosh and that the Government had secured the future of Ravenscraig itself.

Mr Roy Jenkins (Glasgow, Hillhead, SDP) asked: Is he going to allow the Secretary of State for Trade and Industry (Mr Leon Brittan) to get away with his view that he could see no connection between the future of Gartcosh and the future of Ravenscraig?

Mr Younger replied: I am still evaluating the evidence presented to me by the shop stewards' committee a few weeks ago which is very complex and involves a deep digging into the working methods of the industry.

At present, the position is that the Government has secured the future of Ravenscraig and it is a management decision that is decided Gartcosh has to close. (Labour protests)

Mr Donald Dewar, chief Opposition spokesman on Scotland: Does he not recognize that he is almost totally isolated on the issue of Gartcosh and even within the Scottish Conservative Party there is growing discontent and doubt about whether he has represented Scottish interests?

Will he not accept his failure to intervene on behalf of Gartcosh is looking more and more like an abdication of responsibility?

Will he give a guarantee that he will evaluate the evidence with a genuinely open mind and if, as we believe, it is clear there is a connection and Ravenscraig will be closed, will he join the rest of Scotland and fight to save it?

Mr Younger: Mr Brittan and I have made it clear that if a direct connection was established to the effect that if Gartcosh was closed then Ravenscraig would inevitably have to close thereafter, we would of course have to review the decision. But that is not the case as of now.

No Labour Government has ever intervened in ordinary management decisions of the nationalized industries which it set up. It would not be right to do so and the type of evidence presented on this matter is an eloquent testimony to the wisdom that nationalized industries should be run by those set up to run them and not in detail managed by the Government of the day.

THE ECONOMY

The Government's aim was to expand individual freedoms and make the country a freer and more prosperous place in which to live, Mr Nigel Lawson, Chancellor of the Exchequer, said in the Commons when speaking during the final day of the debate on the Queen's Speech.

Mr Roy Hattersley, chief Opposition spokesman on Treasury and economic affairs, said that yesterday's statement by the Chancellor on Government spending was not a U-turn but a sort of L-turn.

Mr Hattersley moved a Labour amendment regretting that the Queen's Speech included no proposals which could reasonably be expected to reduce the level of unemployment, revive manufacturing industry and utilize the full potential of the income temporarily gained from the exploitation of North Sea oil.

He said the central plank of yesterday's manifesto from the Chancellor was the sale of British Gas in order to finance temporary tax cuts. Mr Lawson had insisted that the sale of British Gas simply brought tax cuts forward.

What (Mr Hattersley said) the Chancellor said then means that on his own assessment without the sale of British Gas there would be no tax cuts next year and probably no tax cuts before a general election.

Mr Lawson: Rubbish.

Mr Hattersley: The tax cuts are financed by the sale of British Gas. That is a policy - selling assets to raise revenue - which no respectable or responsible private company would do.

After the sale how does Mr Lawson propose to make up the loss in annual revenue previously obtained from these assets? When the sale has financed a couple of tax cuts how does Mr Lawson suggest that these temporary tax cuts are sustained?

For four years in a row investment in manufacturing had been negative, total manufacturing investment was now 20 per cent lower than in 1979, output was lower than it was in 1979 and the balance of manufacturing trade had changed from a surplus of £5 billion in 1978 to a deficit of £4.7 billion now.

The change in the Government's position was far more a matter of presentation than it was a matter of substance. The basic economic policy remained, writing off 3.5 million men and women because they were politically expendable.

The massive increases in housing renovation and hospital building were going to finance virtually no jobs at all. The infrastructure and capital work announced yesterday would produce 11,000 jobs - one new job for every 3,000 men and women unemployed.

There had been no U-turn in the Chancellor's statement; there had been a sort of L-turn.

Recalling there had been no U-turn, there would be a continuing collapse of manufacturing industry; a continual deficit on manufactured

trade; a continual squandering of North Sea oil revenues on unemployment rather than jobs; and 3.5 million men and women still condemned to unemployment.

The pathetic package presented yesterday by the Paymaster General (Mr Kenneth Clarke) would not make any substantial difference to the level of unemployment.

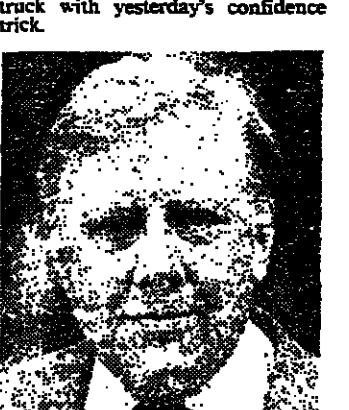
The assertion that the Government had created or caused to be created 675,000 new jobs was simply not true. Even within the rules by which the Prime Minister attempted to justify his contention the figures were wrong.

The self-employed were calculated simply on a guess made by the Government which increased it every time it wanted to boast how well it was doing on employment. There were still one million less jobs in the economy than there were when the Government was elected.

Last Wednesday the Prime Minister had claimed a Labour Government would increase the tax paid by school teachers, nurses and metal workers. This was simply not true. All these groups had suffered from considerable tax increases since the Government was elected.

The reality of the Conservative tax promises was that, having won twice on the promise of tax cuts, they had increased the annual tax bill £2.9 billion. They were now desperate not to fight the next election without the least pretence of keeping their word. So they would sell off British Gas and use the money to bring tax cuts forward.

Without knowing what was going to happen in three years' time, how to make up the loss in income from capital revenue, without caring what happened after selling off assets, in this strategy, the Chancellor and Government grievously underestimated the nature and character of the British people. The British people were more sensible than that, they were less cynical than that, and they understood these matters better than the Government imagined. That was why they would have no truck with yesterday's confidence trick.



Hattersley: Government policy a sort of L-turn

Mr Lawson said if Mr Hattersley had his way he would impose punitive tax on those he called "the bloody rich" earning more than £20,000 a year. Under his plans, the prospect of retirement on a secure income would look very uncertain indeed.

This Government knew its mind. It was a Government with a long-term strategy. The legislative programme had as its top priority the freedom of the individual to participate in wealth and enterprise.

The measures had the clear aim to expand individual freedom and make the country a freer and more prosperous place in which to live.

Mr Eric Heffer (Liverpool, Walton, Lab): Will he explain to the unemployed people in my constituency what freedom they have to earn and spend?

Mr Lawson: They have the same freedom as they have had under governments of this country for many years.

The privatization programme was central to the process. It had been steadily gaining momentum. Labour wished privatization would go away. They recognized it was a policy whose time had come, a policy which was popular with the whole country, a policy increasingly unopposed abroad. It was a policy whose economic rationale was not in doubt.

He could not be more pleased that Mr Hattersley had selected this aspect of the Government's programme for the target of his attack. In doing so he displayed all the flair of a Generalissimo leading the Light Brigade into the Valley of Death - identify the enemy's strongest point and then send in the most lightly armed troops.

Labour complained it might be used to finance tax cuts. The privatization programme would continue and accelerate because of the benefits to the nation in increased enterprise, increased efficiency and increasing employee and individual shareholding. There was no possibility of the privatization programme running out of steam.

What privatized company (he asked) would a future Labour Government re-nationalize and on what terms? British Telecom? British Airways? British Aerospace? Britoil? The British Gas Corporation? Would Mr Hattersley like to answer? Give way to him.

As Mr Hattersley stayed seated, Mr Lawson commented that the nation and the House had a right to know.

He said it was absurd to suggest that privatization was paying for tax cuts. The root of sustained reduction of taxes remained with firm control of public expenditure against a background of economic growth.

Nobody in their right mind believed that a Labour Government would reduce taxes. They would have to put them up to finance its spending plans.

The number of approved schemes under which companies could set up discretionary share option schemes had just passed the thousand mark, only 18 months after the Finance Act allowing the schemes. There were nearly 300 co-operatives when Labour left office, now there were more than 900. Last year, business start-ups outstripped failures by 36,300.

The Business Expansion Scheme

had made a particularly important contribution to the revitalization of small businesses in the last three years. The latest results, for 1983-84, showed that 715 companies raised BES finance to a total of over £100 million from about 20,000 investors.

The following year's results were not complete but he knew already of more than 100 companies who raised BES finance totalling over £100 million. Figures for 1984-85 would almost certainly show an increase over 1983-84, the first year of the scheme.



Lawson: What would Labour re-nationalize?

Venture capital was well over £300 million. That was the key to the jobs of tomorrow.

Mr Hattersley wanted to create a state-owned fund run by out of work bankers and union bosses, backed by money siphoned off out of efficient companies, a sort of political slush fund, trying to find investors which the rest of the financial community had failed to spot.

The Lords select committee report on manufacturing and output was not a helpful contribution though he was not saying all its conclusions were wrong. It had, however, that sustainable growth had not been, and would not be possible, without a favourable trade balance in manufacturing.

Well, that was bad luck on the United States which had a trade deficit in manufacturing. There would be no growth for the USA, then. It was even worse luck for the world because the world could not get such a surplus.

Despite the world recession, the level of total fixed investment in the United Kingdom in 1985 looked like turning out 9 per cent higher in real terms than when the Tories took office. Labour just managed an increase of one per cent.

Manufacturing investment this year and last year had risen in real terms by more than 25 per cent.

There was still the unemployment problem but there were 600,000 more people in work in the UK than when the Tories came in in 1979. There was a reason to cheer at married women many of whom needed part-time work to balance the family budget and yet allow them enough time at home.

Public expect value for money

TEACHERS

Scottish teachers had been offered £125 million over and above the annual increase in pay, Mr George Younger, Secretary of State for Scotland, said in the Commons when asked about progress made in solving the pay dispute.

Mr William Hamilton (Fife Central, Lab) insisted it would be a nice Christmas present for parents, teachers and children in Scotland if the Secretary of State agreed to set up an independent review.

Mr Younger: I have been trying very hard to persuade the teachers to accept more money since last December on any reasonable terms at all. The tragedy is that a large number of teachers have not yet appreciated how much the offer of extra money could involve. I hope they will pay more attention to that.

Mr Dennis Canavan (Falkirk West, Lab): The Government is isolated and out of touch with teacher, parent and public opinion. Will he now set up an independent pay review to bring an end to this damaging dispute?

Mr Younger: I hope he will tell his former colleagues in teaching and his constituents to look very hard at the offer made to the teachers. It was, over a four year period, extra

money from the Government of 10 per cent over and above the annual increases negotiated in the normal way.

He also urged both sides to resume negotiations as quickly as possible.

Mr Harry Ewing, an Opposition spokesman on Scotland: The 10 per cent to which he refers is 10 per cent of the first year's salary and not the impression he is giving, that it is 10 per cent of the third or fourth years' salaries. It is important that should be made clear.

Examinations will not go ahead unless he gets this dispute settled quickly.

Mr Younger: There is no doubt whatever that if a boycott is really taken place by all the teachers of the examination process, the Examination Board will do everything it possibly can to run examinations as best it can, but such a boycott is bound to cause considerable damage to the examination system.

More help sought for farmers

FARMING

Mr John MacKay, Under Secretary of State, Scottish Office, defended in the Commons the delay in offering help to Scottish farmers and fishermen who were badly affected by the wet summer. He told MPs that the details of the scheme were being carefully considered so as to give help to those most in need and would be announced as soon as possible.

Has Mr MacKay been to Scotland recently? It is snowing. Mr MacKay: I am aware of the weather. We have had to have careful consideration of the measures which have necessarily taken time. The matter is being considered how to give help to those most in need.

Minister for Agriculture (Mr Michael Jopling), at the Conservative Party Conference on October 9, had said that assistance would be forthcoming soon, mentioning Scotland particularly, before the winter when cash problems would be extreme.

Has Mr MacKay been to Scotland recently? It is snowing. Mr MacKay: I am aware of the weather. We have had to have careful consideration of the measures which have necessarily taken time. The matter is being considered how to give help to those most in need.

It was dairy farmers as well as the beef sector who needed help, Mr MacKay replied that he knew this but the livestock producer was in most need.

Mr Donald Stewart (Western Isles, SNP): Fisheries is being imported from Canada which shows the seriousness of the situation. Any delay is quite unacceptable to crofters and their families.

Mr MacKay said his department had had to wait until it had the whole picture and then consider carefully how to give help to those most in need.

No magic wand economics wanted

HOUSE OF LORDS

By their approach to unemployment and economic problems it was evident the Opposition had not been living in the present world for some time, Lord Young of Gairloch, Secretary of State for Employment, said in opening the final day's debate in the House of Lords on the Queen's Speech, covering economic, employment and industrial affairs.

The economy was strong he said, and the indications were it would continue to improve. Inflation was under control and should be less than 4 per cent next year. Investment was at record levels and expected to reach £64 billion by 1987.

The solution was not just about money for the Government to inject. It was also about greater efficiency. Much was heard about councils demanding more and more money, but little was heard of them demanding more and more efficiency.

It would do the unemployed no good for the Government to pretend it could create jobs for, without individual enterprise, it could not. The Government could not do the conditions which would allow enterprise to flourish.

If we carry on as we are (he said) we can say our people will be working in larger and larger numbers, for themselves or others.

We are on the right path and we will continue the right path and we will restore the fortunes of our nation with the one resource that will never run out - the enterprise and energy of our people.

Lord McCarthy (Lab) moved an amendment to the Address, regretting the failure of the Government to propose measures to achieve sustained reduction in the present level of unemployment.

The Government's attitude, he said, seemed to be that everyone else was to blame and it had done nothing wrong. He quoted Macbeth's words to Banquo: "Thou

cannot say I did this thing, shake not thy guilty locks at me."

If the Government still believed that reducing pay awards would put employment up, what was the level of pay increases it would like to see next year if the level of unemployment was either to be kept stable or reduced?

Most commentators believed the wage round would increase next year. What effect did the Government say that would have on the level of employment?

If the Government lectured industrial workers on pay levels, it should also lecture those who got the highest rate of increase - the judges, chief executives, higher civil servants and maybe the police.

The charge that selling public assets was selling the family silver by using the money to put people into work and not to give it away to high paid workers who would spend most of it on imports.

Government intends to lodge appeal

TSB CASE

The Government has no intention of making a vesting day for privatization of the Trustee Savings Banks in the near future, Mr Ian Stewart, Economic Secretary to the Treasury, said in the Commons.

He was answering questions about the judgement by Lord Davidson in the Edinburgh Court of Session on Tuesday that the assets of the Scottish TSB belong to its depositors.

Mr James Craig (Glasgow, Maryhill, Lab) had asked what action the Treasury would take following the ruling.

Mr Stewart said they were carefully but not immediately considering Lord Davidson's judgement and opinion which had only just become available, and which raised complex legal issues.

The Trustee Savings Banks Bill, now the Trustee Savings Banks Act 1985 (he said) would not have been presented to the House if the Government had not received firm legal advice which was reflected in last December's White Paper. It remains the Government's expectation that we will wish to lodge formal notice of appeal as soon as possible.

Mr Craig: Has he not a duty now to tell the Trustee Savings Banks to take no further action until the outcome of the intended appeal is known? How far is the Government prepared to go with taxpayers' money over litigation? In the matter to be raised as high as the House of Lords?

Mr Stewart: The TSB have to take account of the judgement. I wish to clear up one misapprehension about the decision. The Government has never planned to receive any of the proceeds of the flotation of TSB. It would have no impact on the privatization programme and would not be a sale of Government-owned assets.

Mr Russell Johnston (Inverness, Nairn and Lochaber, L): Since it would be improper, pending approval, for a prospectus for the sale of assets to be issued, can the Government exercise some influence to ensure that it will not be.

Mr Stewart: Clearly the opinion raised by the legal issues which we have to consider carefully and the TSB will not want to make a hasty judgement or move, particularly about flotation which was not imminent anyway.

Bruce Milken (Glasgow, Govan, Lab): In view of the strength of reaction of the TSB that it will proceed anyway, regardless of the judgement, will the minister make clear that there is no question of going ahead as though the judgement had not been made. Will he make clear that there is no question of making a vesting day until the legal position is clarified?

Mr Stewart: During the passage of the legislation I made clear on a number of occasions that although flotation was a matter for TSBs to consider, the Government, before that, to vest the assets and make a vesting day under the Bill and we have no intention of doing that in the near future.

Mr Oswald McDonald (Thurrock, Lab), for the Opposition, said: "The Government should not have gone ahead without determining ownership. Flotation is equivalent to the housekeeper selling off the family silver."

This is yet another embarrassment for the Government where the courts have had to step in to protect the small man against the actions of this Tory Government.

Mr Stewart: The Government is not putting pressure on the TSBs to proceed. We shall take full account of any decision of the court.

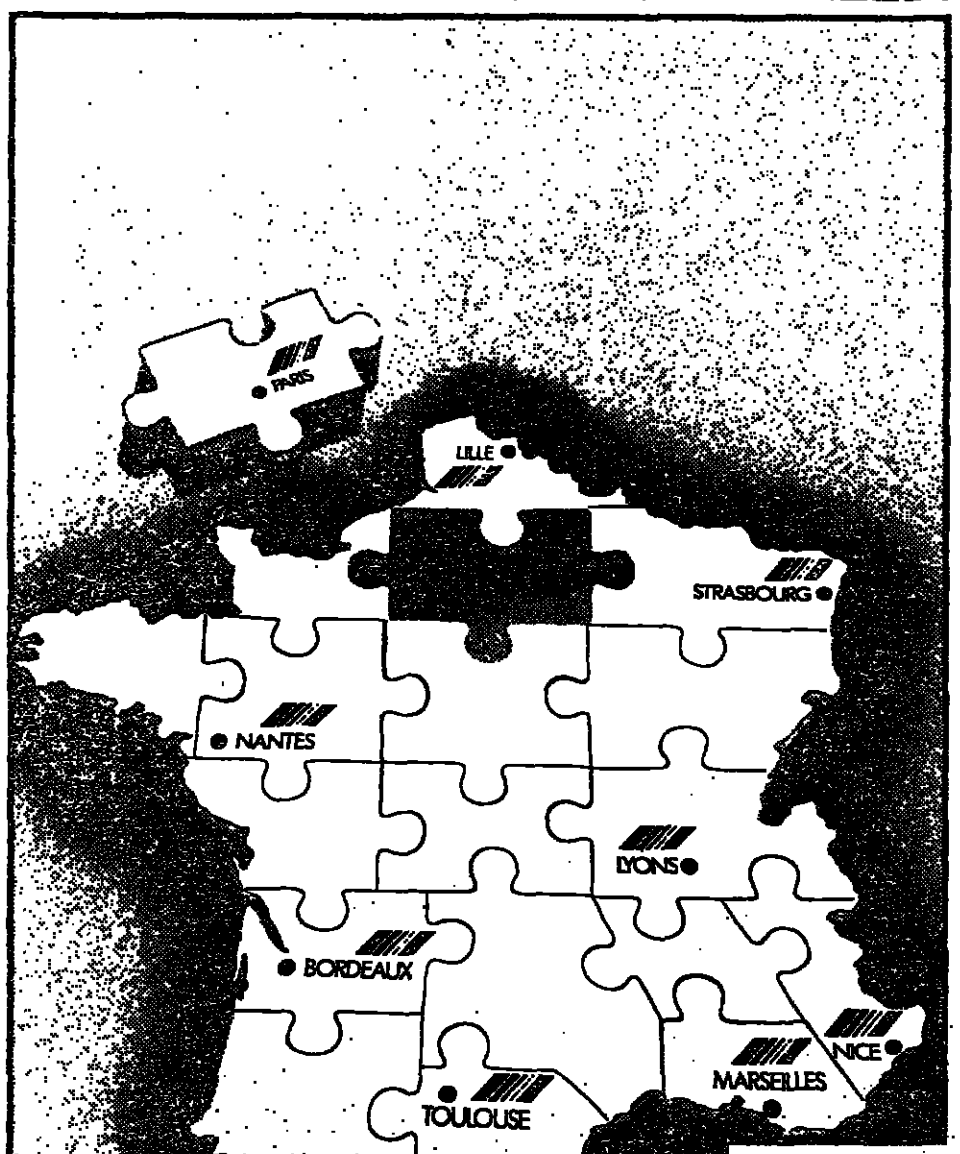
The Opposition had done their best to prevent the Government selling into the trap which it now had set for itself. It had been ignored, Lord Stodart of Striven (Lab) said after the statement had been repeated in the House of Lords. There was now the rustle of chickens coming home to roost, he said.

The Government should stop the flotation now until all the legal implications were out of the way including the possibility of an appeal to the European Court. If the court ruled that there is no disaster as potential investors might be frightened off, or at least the price at which shares were sold could be affected.

To have a first, even if legal, in England and Wales without Scotland, would be to have a decapitated TSB.

Lord Taylor of Gryffe (SDP) said there was a first case for creating a mutual structure for the TSB rather than as a public limited company. If the decision was taken to go ahead with the flotation, the TSBs in Scotland should be lived off as a mutual society.

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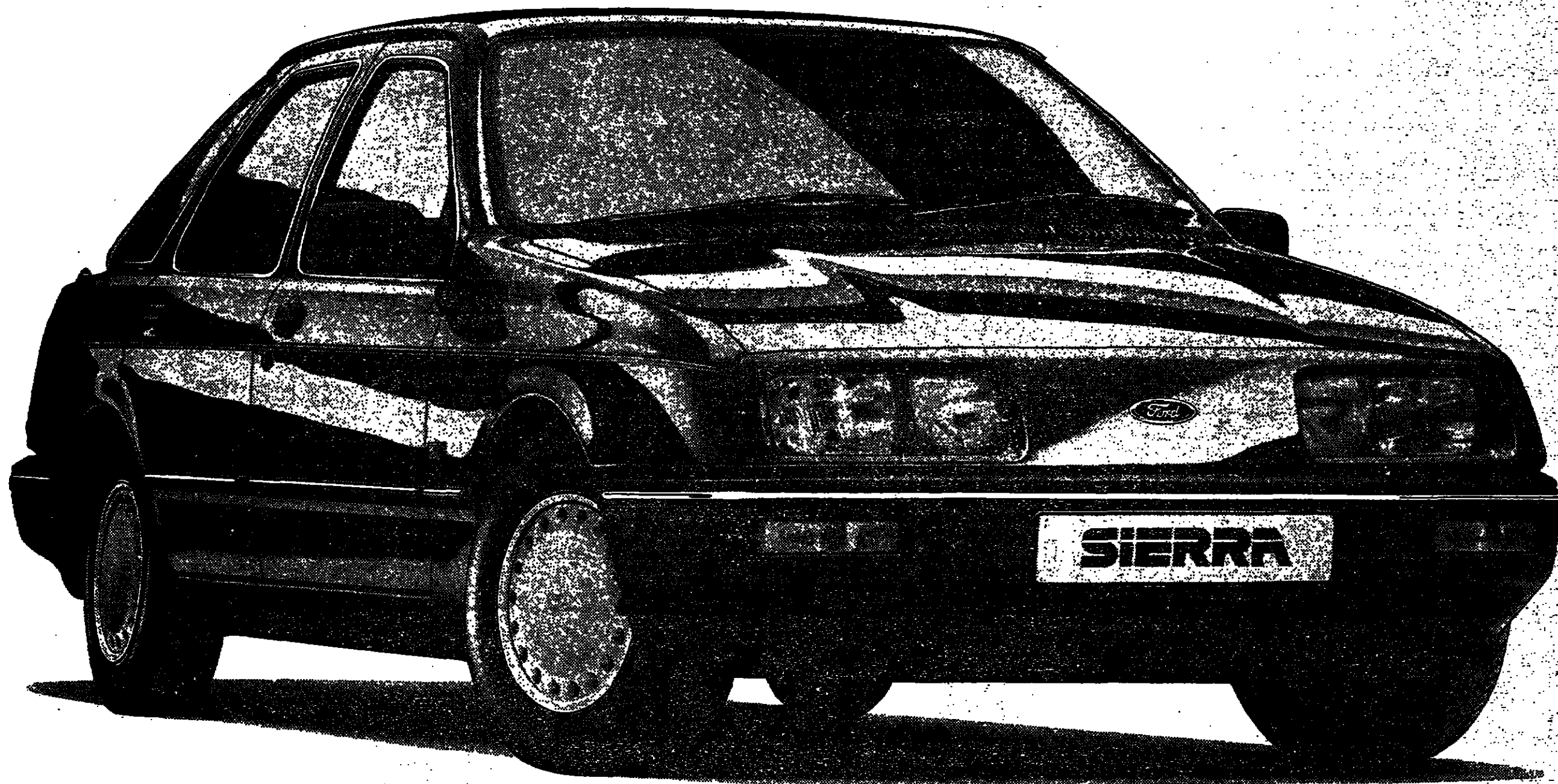
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Falklands war prosecutor drops charges against 10 Argentine officers

From Douglas Tweedale, Buenos Aires

The Military prosecutor in the trial in which 16 officers are being tried for their responsibility in Argentina's 1982 defeat in the Falklands conflict has concluded his presentation by requesting that 10 of the 16 officers be acquitted.

A defence lawyer for the former military President, General Leopoldo Galtieri, took the floor in the secret military trial yesterday after Brigadier Hector Canale. The prosecutor, rested his case on Tuesday.

Brigadier Canale accused the three-man military junta, which ordered the invasion of the Falklands on April 2, 1982 of "military negligence" in their decision to capture the islands by force, and requested that General Galtieri and the former Navy Commander, Admiral

Jorge Anaya, be sentenced to 12 years imprisonment.

For Brigadier Basilio Lami Dozo, the third junta member, the prosecution sought eight years' imprisonment. On Tuesday Brigadier Canale requested a four-year sentence for General Mario Benjamin Menendez, who commanded Argentine troops in the Falklands during the war, and 30 months for General Jorge Omar Parada, who led the Army's Third Infantry Brigade.

The prosecution case after a two-year trial was considerably more lenient towards the accused officers than had been expected. A special military investigation before the trial had recommended life imprisonment for the junta and for several commanders.

For Admiral Juan José

Lombardo, commander of Argentina's South Atlantic Theatre of Operations during the war, the prosecutor requested a three-year sentence.

Among the 10 lower ranking officers who Brigadier Canale said should be acquitted is the naval Lieutenant Alfredo Astiz, who is accused of surrendering without a fight to British forces in South Georgia. The prosecution argued that Lieutenant Astiz acted under "extenuating circumstances".

Proceedings during the final phase of the trial were originally to have been in public under military legal proceedings, but the court ruled that they should be secret for reasons of national security. Defence Ministry spokesmen and congressmen who attended the secret sessions reported the proceedings.

Controllers' go-slow stops flights to the sun

From Harry Debelius Madrid

Nearly 100 national and international flights in Madrid and in the Canary Islands were cancelled yesterday in a work to rule protest by air traffic controllers. There were long delays on other flights.

The controllers called a strike but it became a work to rule because the authorities used the law requiring minimal essential services during labour disputes.

This meant that about 50 per cent of regular flights and 75 per cent of charter flights originating in the affected areas had to be maintained and most controllers had to work.

Some incoming flights, including those from overseas were affected as controllers took their time about authorizing landings and departures.

Other cities were not affected, but the Confederated Air Controllers Association said that there would be a nationwide strike on Monday and Tuesday unless the dispute was resolved.

Leaders of the central region controllers association called for the industrial action yesterday and today to support their demand for a reduction in working hours from 1,500 to 1,200 a year and a salary package which officials estimate will increase earnings by 70 per cent. The administration offered 11 per cent.



Eight men, including a Briton, competing in Portugal this week for the title of the world's strongest man, warming up at Lisbon airport by towing a Boeing 737.

East offers Bonn 12 agents for woman spy

From Frank Johnson Bonn

East Germany has offered 12 jailed West German agents in exchange for Frau Margarete Höke, the communist agent uncovered in the office of the West German President during the series of defections and arrests of spies and spy-catchers here in the summer.

The swap offer was reported yesterday by *Bild Zeitung*, the mass circulation daily which carried several accurate revelations during the summer's events.

Frau Höke, who has been in police custody since her arrest, was reported in early autumn as having confessed to being a spy. It is assumed that East Germany must be particularly anxious to have her back if it is prepared to offer 12 West German agents for her.

This could be either because she was an important agent or because Soviet block countries like to demonstrate to communist agents that efforts would be made to save them from a long prison sentence.

The Exterior Minister there has declined to comment.

The newspaper also reported that Frau Ursula Richter, aged 52, one of the Bonn secretaries who defected to the East during the summer, had telephoned her former landlord in Bonn to say that her furniture would shortly be collected by East German removal men.

Madras floods claim 50 lives

From Our Own Correspondent, Delhi

Madras, India's fourth biggest city was almost completely submerged yesterday and nearly half a million people were driven from their homes as the north-eastern monsoon howled out of the Bay of Bengal.

The death toll was more than 50 as a cyclone crossed the coast of the southern state of Tamil Nadu, of which Madras is the capital. The storm hit close to

Mahabalipuram, the coastal resort famous for its ancient Hindu Temples.

Road and rail traffic came to a standstill, and Madras was virtually cut off. Electric power was affected and as a result All-India Radio went off the air in the area. The new nuclear power station nearby, however, was not affected and continued to pump out 105

megawatts to the state grid.

The floods are in a sense ironic as it is not long since Madras was facing a slow death from thirst after the failure of three earlier monsoons. The city fathers were driven to calling in a Californian company of rain-makers to seed the clouds and try to moisten the cracked reservoirs. Queues for water formed in the streets.

Rand court asked to stop 'police torture'

From Michael Hornsby, Johannesburg

An urgent application has been made to the Rand Supreme Court to restrain officers in two police stations in Soweto, the black township south-west of Johannesburg, from torturing people detained without trial under the state of emergency.

The application is by seven former detainees who allege mistreatment including electric shocks, suffocation by hooding, beating, death threats and prolonged forced physical exercise. Affidavits by doctors support some of the claims.

Meanwhile, the release has been announced of Mr Simon Ratcliffe, Mr Neil Coleman, Mr Auret van Heerden, and Mr Morris Smithers, who were jailed within 24 hours of the declaration of a state of emergency in parts of the country on July 21. They were among the very few whites detained.

Mr Rashid Saloojee, a senior Indian member of the United Democratic Front, the multi-

racial coalition of anti-apartheid groups which has borne the brunt of the Government crackdown on political opposition, has also been set free after four months in jail without charge or trial.

Severe restrictions have been imposed on Dr Saloojee and the four whites, however, making them effectively "banned" persons.

They are confined to the magisterial district of Johannesburg and are prohibited from writing or disseminating any material, taking part in the affairs of the UDF and various other organizations, including trade unions, entering schools, or attending public meetings.

The Editor of the *Cape Times*, Mr Anthony Heard, who is facing charges of quoting a "banned" person yesterday gave four security policemen a tape recording of an interview with Mr Oliver Tambo, President of the outlawed African National Congress, in London recently.

Black woman chosen for South Africa dialogue

By Nicholas Ashford, Diplomatic Correspondent

A black woman has been selected to serve on the committee of "eminent persons" which the Commonwealth is setting up to promote dialogue between the South African Government and representative black leaders towards ending apartheid, it has been reliably learnt.

She is Dame Nita Barrow, a Barbadian, who is a president of the World Council of Churches and a leading figure in the

international feminist movement.

Dame Nita, the sister of a son of the former Barbados prime minister, attracted international attention last year when she chaired the non-governmental organizations section of the conference on women in Nairobi.

She is a former president of the World Young Women's Christian Association. She was created a dame in 1980.

French to revise exam rules

From Susan MacDonald Paris

M Jean-Pierre Chevènement, the French Education Minister, has created controversy by his announcement of basic reforms to the Lycee education system in preparation for the *baccalauréat* (the school leaving exam).

In doing away with maths as the basis for senior school education, and introducing two options on an equal footing, M Chevènement hopes to open up the possibilities for diversification and encourage a greater number of students to sit their *baccalauréat*.

From the next school year, an experiment will start to guide students into one of three specialised areas - literature, economy, or sciences. At present only those who concentrate on maths and science stand a chance of obtaining the most important of the *baccalauréat* exams.

With these reforms, to be introduced over three years between 1986 and 1988, *baccalauréat* in all three options carries the same importance.

The French Government would like to see the number of students attaining this level to be doubled, to 80 per cent, by the year 2000. At present they feel the system is biased in favour of students from management-class homes.

The minister's announcement, the first stage of an overall education reform programme, had caused a storm on the right. Opposition parties accuse him of electioneering propaganda just four months before the general election, and of debasing the quality of the *baccalauréat*.

Vancouver Sikhs in court today

From John Best Ottawa

Two Sikhs are to appear in court in Duncan, British Columbia, today for a bail hearing on four explosives charges.

The charges against Inderjit Singh Rayat, a mechanic, and Talwinder Singh Parmar, founder of the fundamentalist Sikh group Babar Khalsa, resulted from police raids last Wednesday night in Duncan, on Vancouver Island, and in the Vancouver area.

In announcing last week's raids, the Royal Canadian Mounted Police said they were "part of the investigation" of the crash of Air-India Flight 182 off the Irish coast on June 23, and the bombing the same day at Tokyo's Narita Airport which killed two baggage handlers.

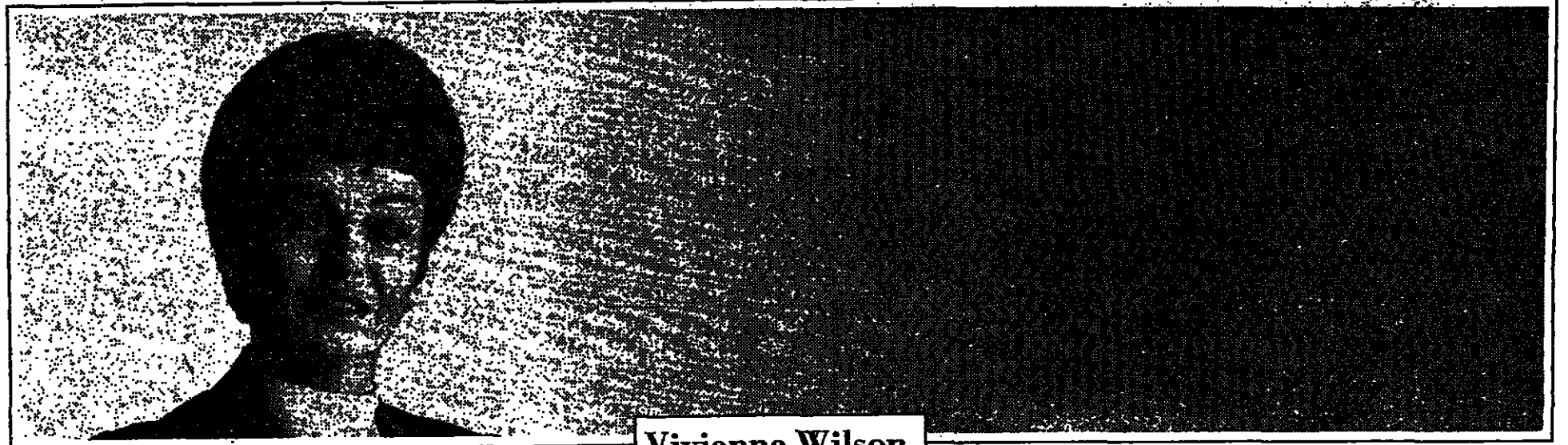
The bombs exploded in luggage that had just been unloaded from a Canadian Pacific Airlines aircraft and was being forwarded to a connecting Air-India flight for Bangkok and India.

The statement led to widespread but confused speculation that the cases had been or were about to be, solved. The Vancouver area, home of Canada's largest community of Sikhs, has been the focus of police investigation into both incidents. Up to 80 police officers at Vancouver alone have been working on the cases.

Although the cause of the Air-India crash has never been finally established, it is believed to have been caused by a bomb smuggled aboard the plane in a suitcase. Police are known to be operating on the theory that the crash and the Narita bombing were linked.

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JUST THE JOB FOR BRITAIN.

Reagan to reveal summit hopes after Congress unites in support

From Our Own Correspondent, Washington

President Reagan is to make a nationwide broadcast this evening telling the United States what he hopes to achieve at his summit meeting with Mr Mikhail Gorbachov, the Soviet leader, next week.

He is expected to review the present state of arms negotiations, to go over the latest US offer and to make a strong political defence of his pre-summit preparations. He will insist he is going to Geneva in an earnest attempt to seek a better relationship with the Russians while defending US and Allied interests.

Mr Reagan, who leaves on Saturday, is now engaged in continuous preparations and briefings. He will report back to the nation as soon as he arrives back next Thursday, when he will go straight to Congress to address a joint session.

Congressional leaders have assured him that he has the full support of both parties for his mission. Republican and Democrat leaders met him for an hour on Tuesday, they expressed satisfaction with his assurance that he would not seek agreement just for its own sake.

The Democrats are eager not to appear to undercut Mr Reagan, but do not want him to

use the summit for partisan political purposes. Mr Thomas O'Neill, the Democratic Speaker of the House of Representatives, is planning to emphasize his party's "high hopes" for the summit, in deliberate contrast to the Administration's attempt to dampen expectations.

The Administration yesterday confirmed reports that it was willing to continue abiding by the terms of the Salt 2 arms treaty, but insisted it had not made any new offer or changed its policy.

Compliance, the White House said, would still depend on Soviet restraint, the Geneva arms talks, and the Russians' own arms building programme. But the US had always been ready to review its position at any time.

Meanwhile, Herr Willi Brandt, the former West German Chancellor who was yesterday awarded the Albert Einstein peace prize at a ceremony here, said he hoped both sides would agree on guidelines for their arms negotiations.

But it would be "modest progress" if they agreed simply to continue the dialogue and meet regularly.

Gorbachov profile, page 12



Two Swiss soldiers standing in the snow guard the Maison de Saussure at Versoix, near Geneva, where President and Mrs Reagan will stay during the summit.

The road to Geneva

Gorbachov meeting dominates all aspects of US policy

From Michael Binyon, Washington

As the summit draws ever closer, the prospect of substantial agreement with the Russians has virtually disappeared. While there are still hopes here that personal chemistry may spark the goodwill necessary to get the arms negotiations moving again, even President Reagan now says he would be satisfied if the two leaders agreed simply to meet again.

The summit has come to dominate all American policy. On its outcome depends not only future relations with Moscow, but US relations with its Western allies, policy in such diverse areas as Central America and the Middle East, the future of arms control and the President's own authority at home. Mr Reagan cannot afford a failure. The question now is: What is the minimum that would constitute success?

Rhetoric against Moscow

For some months the administration has been trying to dampen public expectations. The rhetoric against Moscow continued, as the White House tried to undercut a growing Soviet propaganda advantage. But with the latest Soviet arms offer, hopes rose last month that real negotiations were at last under way. In the past two weeks these have again given way to pessimism, as a series of incidents - the re-defection of a

Soviet agent, the row over the defecting Soviet seaman, the tough line Mr George Shultz, the Secretary of State, met in Moscow - have underlined the hostility and suspicion on both sides.

The US wants negotiations in four broad areas: arms control, bilateral issues, regional conflicts in the world and human rights. It would like to emphasize the last three, both because Mr Reagan believes he is at an advantage here and because continued divisions within the Administration and conservative press at home have left confusion over what Mr Reagan could and should negotiate in the field of arms control.

But Mr Reagan, unlike Mr Gorbachov, has to take into account the views and fears of his allies. And in the thorough consultations Mr Reagan has held, the West Europeans have made it clear that they, like the Russians, see arms control as the overriding issue.

Despite the continuing bickering between hardliners and pragmatists here, Mr Reagan has now reached a broad negotiating position. His main demand is for deep cuts in big Soviet land-based offensive missiles, which he sees as the greatest threat to stability and US security.

He now accepts the figure of a 50 per cent strategic cut on both sides, as proposed by Mr Gorbachov, but insists this must be fair and balanced. The Russians cannot include US bombers and European-based missiles while excluding their own.

On space-based weapons, the US wants to continue research into the Strategic Defence Initiative (SDI) and to persuade the Russians to move to deterrence based on defence rather than offence. Mr Reagan says he will not trade SDI research for Soviet missile cuts. He maintains that US research is permitted by the 1972 Anti-Ballistic Missile Treaty, which he accuses the Russians of having already violated, and he

will call for immediate Soviet compliance with this and other arms agreements, including Salt 2.

These demands are recognized here as the main stumbling block. But the US is not striving for agreement at any price, and Mr Reagan is quite prepared to leave Geneva without progress rather than subscribe to a vaguely worded set of principles or a bland communique papering over the differences.

On intermediate missiles, of especial interest to the European allies, the US is ready for deep cuts and is quietly hopeful of progress now that Moscow is not holding this hostage to agreements on strategic and space-based weapons.

Insistence on verification

The US will also press for a convention banning chemical weapons totally and for progress in the Stockholm talks on European security and confidence building measures and the Vienna talks on conventional force reductions in Central Europe. But Washington continues to oppose Soviet calls for a ban on anti-satellite testing and underground nuclear testing at present. Mr Reagan will insist that no arms agreement can be reached without proper verification.

On regional conflicts, Mr Reagan will press the Russians for a political settlement in Afghanistan and the other countries where Soviet bloc countries are engaged. But he will not accede to Soviet calls for a role in the Middle East peace process. The US does not see much progress here, nor on the human rights issue which Mr Reagan will press privately.

Only on bilateral issues - the opening of new Soviet and American consulates, new cultural exchanges and the possible resumption of direct air links - is there any hope here of concrete results.

Soviet team exploits Western media

From Alan McGregor, Geneva

The Soviet line on any human rights topics taken up at the Reagan-Gorbachov summit will be "not to talk about isolated instances but about mass violation", according to Mr Aleksandr Sukharev, the Justice Minister of the Russian Federation, the largest of the 15 constituent republics of the Soviet Union.

"I can name them," he said here yesterday mentioning the millions of Western unemployed and homeless elsewhere in the world. "This problem is an aspect of the main problem."

which is very simple, whether or not there is to be a war."

The minister is one of a dozen Russians who arrived at the beginning of the week for the purpose of putting over to Western media the Soviet line on any issue possibly relevant to the summit. They are headed by Mr Georgi Arbatov, director of the Soviet Institute of America and Canadian Studies.

Accommodated in a city hotel, they will be working as from today from the offices taken by the Russians in the International Press Centre here.

SDI arms race feared

President Reagan's Strategic Defence Initiative could set off a new arms race, a British military expert said in a book published yesterday (Reuter reports).

Mr Roland Pretty, editor of *Jane's Weapons Systems* says in the foreword to the 1985-86 edition that most military experts do not believe the Star Wars space defence system could provide a perfect defence against a nuclear assault.

"Past experience suggests that

the ultimate result in practice might well be yet another round of techno-military competition", he writes.

Mr Pretty asked how SDI was expected to deal with the threats from conventional strategic bombers, cruise missiles and in atmosphere nuclear weapons delivery vehicles. "The answer at this stage must surely be it probably will not", he says.

Jane's is recognised as an authoritative voice to world weapon systems.

Mexico quake survivors step up aid protests

From John Carlin, Mexico City

Indignant survivors of the earthquake that struck the Mexican capital nearly two months ago are stepping up protests against the Government, claiming that requests for rehousing and compensation have been met with official scorn.

Demonstrations have been organized this week outside the home of President Miguel de la Madrid by a spontaneously generated 100,000-strong organization calling itself the United Front of Earthquake Victims.

Representatives of the main opposition parties have marched with members of the Front, sharing their belief that Government promises of assistance have been hollow and lacking in urgency.

"The authorities have responded with deaf ears and iron fists," one Front leader said, referring to protesters' accusations of police beatings.

Complaints have centred on Government decisions to sell new homes to victims at what are felt to be exorbitant prices, often for homes far outside the city centre in areas short on basic services.

The president of the Mexican Red Cross says that about 130,000 earthquake survivors remain homeless, "lacking the most elementary necessities."

Water shortages, the city authorities have admitted, remain acute. It will be some time before full water supplies are restored.

In the devastated city centre people are still living in tents outside the remains of their homes. Some, who have houses damaged but still standing, sleep in the open, keeping watch for possible looters.



President de la Madrid: 'hollow' promises claimed

Cranes and bulldozers are hard at work on the hundreds of buildings that need demolition. Construction companies have run into an unexpected boom in hundreds of other sites where repairs are still felt to be possible.

Many derelict, damaged buildings have remained unattended, glass from broken windows and precarious slabs of cement threatening to crash down upon passersby.

Traffic in this city of 18 million has returned to its usual, pre-earthquake pandemonium giving, for some, the appearance of normality. A notion the Government has sought diligently to foster among a largely unconvinced population.

President de la Madrid's Government is fast losing credibility among Mexico's 78 million people as the debt-ridden economy becomes daily more unmanageable and depressed.

Foreign bankers are reported increasingly alarmed at the prospect of Mexico's failing to meet payments on its \$97 billion (£69 billion) foreign debt, the second largest in the developing world.

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Waite arrives in Beirut with 'something' to offer American's captors

From Robert Fisk, Beirut

With an almost matter-of-fact diffidence about his own role, Mr. Terry Waite, the Archbishop of Canterbury, arrived in Beirut last night for what could turn out to be the last opportunity to secure the safe release of the four Americans held hostage in Lebanon by the Islamic Jihad movement.

Within the course of the next two days, he intends to meet the Americans' kidnappers, see their captives for himself and - he says it rather meekly when you ask him - persuade the kidnappers to release the four men.

"This thing cannot be opened", he said last night. "But I hope to see progress as soon as possible."

He came to Lebanon, he said, because he had received a direct message from the Islamic Jihad members. "I have something to offer the captors."

Just what this "something" was, Mr Waite preferred not to say, though he made no secret that he has been in touch with the American Government. With Lebanese passengers shaking him by the hand in the

first-class compartment of the Middle East Airlines jet flying him to Beirut, he was, indeed, more forthcoming about his own safety plans.

"Before I left London I dictated a note to my secretary in the event of my going missing. I wrote that no-one must come after me at all. There must be no ransom paid for me if I am kidnapped. There must be no deal over me. I come here, though, fully expecting to leave freely."

Mr Waite was equally blunt about his prospects of success. "I think it's highly likely that Buckley (the American diplomat kidnapped in Beirut last year) is dead", he said.

"There is no evidence - so of course one cannot presume it. I'm not so sure about Mr Kilburn (the American University librarian, also abducted by Islamic Jihad but unheard of recently) - I think there's a chance of him being alive. The other four I want to see for myself."

The four include the bureau chief of the Associated Press news agency in Beirut, Mr Terry Anderson, a priest and two teachers from the American University. Mr Waite had

"some idea" of the whereabouts of Mr Alec Collett, the British writer kidnapped earlier this year, but was concentrating on the release of the four Americans.

The message from the kidnappers, he said, was a response to an interview with him on the BBC World Service Twenty-Four Hours programme.

"Their message to me was direct, but it was very clear in the message that I should not say how it was transmitted. The message told me where I should go. It is the Presbyterian Church that first asked me to get involved in this matter."

Whoever prompted Mr Waite's concern, there can be little doubt about his own curious enthusiasm for so dangerous a role, nor about his own almost whimsical sense of humour. He came striding down the airfield taking him to Beirut brandishing a copy of *The Shorter Pepys Diary*, victoriously showing journalists the inscription to him in the front of the book, written by an old friend.

"Conviviality was not second but first nature to Pepys", he said. "And to Waite too."



Mr Waite at Heathrow yesterday. He described the trip as his most dangerous mission.

Howe unveils plan to boost role of Europe's Parliament

From Richard Owen, Strasbourg

Sir Geoffrey Howe, the Foreign Secretary, yesterday unveiled Britain's proposal for a greater role for the European Parliament in initiating legislation. He told Parliament officials that Britain was absolutely sincere in wanting next month's EEC summit in Luxembourg to improve its effectiveness and influence.

MEPs welcomed his overture, but said that Britain's approach would still leave the European assembly relatively powerless, since it gave the Council of Ministers in Brussels the final word.

Sir Geoffrey was visiting Strasbourg on his way to Rome for today's session of the Western European Union. Attempts have been made this year to breathe new life into the WEU as a European defence alliance, but Britain has taken a cautious line in case a reinvigorated WEU detracted from the cohesion of Nato.

Earlier this week, Sir Geoffrey said Britain wanted 1986 to be the year in which the ideal of a United Europe took hold. He warned of the disillusion which would follow failure to reform the EEC.

Yesterday he said that Britain was against moves which would alter the fundamental relationship between Community institutions or retard decision-making.

The Parliament's wish to make a "qualitative constitutional leap forward" was understandable, but seen in historical perspective the

Community was still at an early stage. The British Parliament had taken centuries to evolve.

Sir Geoffrey said that the European Parliament was "heard, but often not heeded", and Britain wanted the Assembly to be able to initiate legislation as well as having the right to be consulted and to influence the legislative process "before the Council of Ministers has the last word".

But disrupting the balance between Strasbourg and Brussels would lead to "institutional ping-pong". He acknowledged that MEPs felt frustrated because they had their say only "once the tablets of stone had already been brought down from the mountain".

● **CEREALS TAX:** In a move which will have a disproportionate impact on Britain's farmers, the European Commission has called for a new tax on cereals farmers designed to curb the growth in the Common Market's grain mountain (Jonathan Braude writes). It is forecast to reach 80 million tonnes by 1991.

Mr Frans Andriessen, the EEC Commissioner for Agriculture, who presented a memorandum to the European Parliament yesterday, said that the new tax, known as a co-responsibility levy because it makes farmers responsible for over-production, would have to be taken together with a restrictive policy on grain prices to prevent agriculture ministers from raising EEC support prices to compensate for the tax.

Liberian forces tussle for control

From Richard Everett Abidjan

The situation on Liberia is still not clear more than a day after the attempted coup. Despite Government assertions that President Samuel Doe remains in power, Western diplomats reached by telephone in Monrovia said fighting was continuing outside the city last night.

One diplomat said a "see-saw battle" was taking place on the road leading to the Roberts Field international airport. Other diplomatic sources said there had been sporadic gunfire in the suburbs.

A journalist reached by telex in Monrovia said there was no sign of fighting in the central area. People remained inside and shops and offices were closed.

The state radio and the private Christian radio station Elwa resumed their normal programming yesterday, together with announcements calling for rebel soldiers to lay down their arms.

The state radio broadcast an announcement by the armed forces Chief of Staff, Lieutenant-General Henry Dobar calling on officers loyal to the man behind the coup, Brigadier-General Thomas Quiwonkpa, to surrender to the Defence Ministry.

On Tuesday night General Doe issued a declaration, which was broadcast on radio and television in which he asserted that he was still "Commander in Chief of the armed forces and head of state."

He said the coup had failed and he called on rebel forces to surrender. He said Brigadier-General Quiwonkpa was still at large, and he warned foreign embassies against harbouring rebels.

He said that 10 rebels had been killed, and another 16 captured.

State radio has called for blood donors to give blood for the government hospital and has asked for oxygen from the private hospitals, suggesting that casualty figures may be much higher.

General Dobar held a press conference yesterday afternoon in which he said that Cubans and Sierra Leoneans were involved in the attempted coup, and that some Cubans had been arrested, along with what the Government called "key rebel figures" including a Major Anthony Y. Marque.

General Dobar also said that General Quiwonkpa was still in hiding in Monrovia, possibly in a foreign embassy.

PLO murder trial set for January

Nicosia (Reuters) - Three pro-Palestinian gunmen were committed yesterday to stand trial here in January for the murder of three Israelis on board a yacht in Larnaca in September.

Mr Ian Davison, a Briton, Mr Khalid al-Khatib, a Syrian, and Mr Abdul-Hakim al-Khalifa, a Jordanian, face a maximum of 20 years' jail, though legal sources say this could be halved with remission for good conduct.

Nicosia's district court accepted a prosecution application to dispense with a preliminary hearing and to commit the three for trial at a higher court on January 20. They will stay in custody.

The defence said it would apply for an earlier trial in co-operation with the prosecution.

The three are accused of killing two men and a woman when they stormed the yacht First in Larnaca marina on September 25. They surrendered after a nine-hour siege.

Israel, which demanded their extradition from Cyprus but was refused, said its air raid on the Palestine Liberation Organization headquarters in Tunis on October 1 was partly in retaliation for the killings.

The three demanded the release of Palestinians held in Israel during the siege, including prisoners seized from a yacht off Cyprus in September whom Israel said were members of the elite Force 17 commando squad of the PLO leader Mr Yasser Arafat.

Mr Davison said in December 1983, after having been evacuated from Lebanon with Arafat loyalists, that he was a member of Force 17. A former joiner, he said he had joined the PLO that year as a revolt against Arafat by PLO dissidents began to spread.

The defendants, who were taken together to court in an armoured police vehicle, appeared relaxed in court yesterday.

Rifai ends talks in Damascus

Damascus (Reuters) - Jordan's Prime Minister Mr Zaid Rifai left here yesterday after talks with his Syrian opposite number, Mr Abdul Raouf al-Kasbi, on healing a political rift between their countries.

Details of their discussions were not immediately available, but Syrian and Jordanian sources said that a joint communiqué would be issued.

Mr Rifai met President Hafez al-Assad of Syria on Tuesday for six hours and gave him a message from King Husain. The Jordanian Prime Minister had said on arrival that he carried an invitation from the King for President Assad to visit Jordan.

Mr Assad and King Husain exchanged visits in 1975, when ties were good. But relations later soured.

Relations have since been marked by disputes over Middle East peace and by the Gulf war.

Arafat clarifies his definition of targets

From Alice Brinton, Cairo

Mr Yasser Arafat, chairman of the PLO, was quoted yesterday in a newspaper interview as saying his "Cairo declaration" allowed for armed attacks against Israeli military targets in Israel as well as in the occupied West Bank and Gaza Strip.

The interview with Mr Arafat, who left Cairo on Monday after a week's visit, was published in the prominent left-wing Cairo paper, *al-Ahaly*.

On Saturday President Mubarak of Egypt said his understanding of the declaration read out by Mr Arafat two days before was that operations would be limited to the West Bank and Gaza.

When asked specifically in the *al-Ahaly* interview if such an interpretation was correct, Mr Arafat said: "The text is clear. It includes all occupied Palestinian lands. I am not responsible for other people's interpretations."

Driven by visions of a People's Europe

From Our Own Correspondent, Strasbourg

If the European Parliament has its way, we shall all soon be driving with a European driving licence, singing a European anthem instead of *God Save the Queen*, sending each other letters with Eurostamps on them, running a European flag up the flagpole and watching a European television channel, though possibly not all at the same time.

The proposals were received with approval yesterday by those who favour a strong European identity, and with scorn by the sceptics.

"Can you imagine European television?", said one observer of EEC affairs. "The Eurovision Song Contest every day."

The proposals for a People's Europe appeared in a report published by the European Parliament's Committee on Youth, Culture, Education, Information and Sport. The idea of making the EEC more relevant to its citizens arose at last year's EEC summit at Fontainebleau, which appointed a people's Europe committee.

Yesterday the Parliament's own committee tabled a parallel report aimed mainly at apathy among Europe's young. It even looked beyond EEC horizons by calling for exchanges of young people between the Eastern and Western halves of Europe, perhaps with the impending superpower dialogue in mind.

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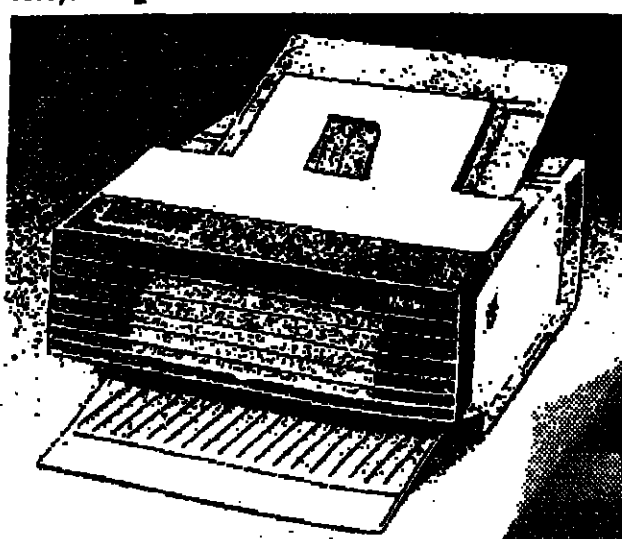
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SPECTRUM

Farm boy who plans to steal the show

The Times Profile: Mikhail Gorbachov

One September evening seven years ago a train carrying President Brezhnev stopped at the spa town of Mineralnye Vody in the Caucasus. At Brezhnev's side was Konstantin Chernenko, his chief of cabinet, and on the station platform to meet them was the tall figure of Yuri Andropov, at that time still head of the KGB. At Andropov's side was a young man called Mikhail Gorbachov, First Secretary of the Stavropol regional committee in the Caucasus and about to make the breakthrough to Kremlin high politics.

No Soviet history books record this encounter of four Soviet general secretaries. Brezhnev undoubtedly wanted Chernenko to succeed him, and may have foreseen that Andropov, too, had ambitions for supreme power. But all three old men must have sensed on that autumn day in the mountains far from Moscow that Gorbachov, still only 47, would one day rule after them, and would do so for 15 years or perhaps even longer, assuming he came to power early enough.

Looking back, the three older men seem the transitional figures. The aspiring official from Stavropol is the one now deciding the world's fate. It has fallen to Gorbachov, at the age of 54, to restore the super-power dialogue by meeting President Reagan in Geneva and he does so in circumstances which differ radically from those which would have surrounded a meeting between Reagan and Chernenko or Andropov.

Gorbachov goes to Geneva with a number of advantages over his White House adversary. He is younger; he has attracted sympathy from those who want his reform methods in Russia to succeed; he has astonished the world with his political skill and nimbleness of mind, taking the international stage with confidence.

"It is partly that Gorbachov looks good by comparison with his predecessors", one Western diplomat said in Moscow. "We are impressed by any Soviet leader who can walk and talk properly, let alone hold his own against Western statesmen in London or Paris. But what Gorbachov has done since he took over is impressive by any standards and, for once, the Americans are seriously worried about being outclassed and outmanoeuvred at the summit."

Gorbachov will be challenging Reagan on two fronts: The detail of

arms control - above all Reagan's much-cherished Star Wars project and the more general area of public relations and political image-making. But Gorbachov, more than his predecessors, is wedded to the idea of reducing the defence burden and diverting scarce resources to social and economic problems. His dilemma, perhaps, is the need to defend Soviet interests and maintain military spending while at the same time achieving enough agreement with the United States to gain a breathing space early enough for his domestic programme to have a chance.

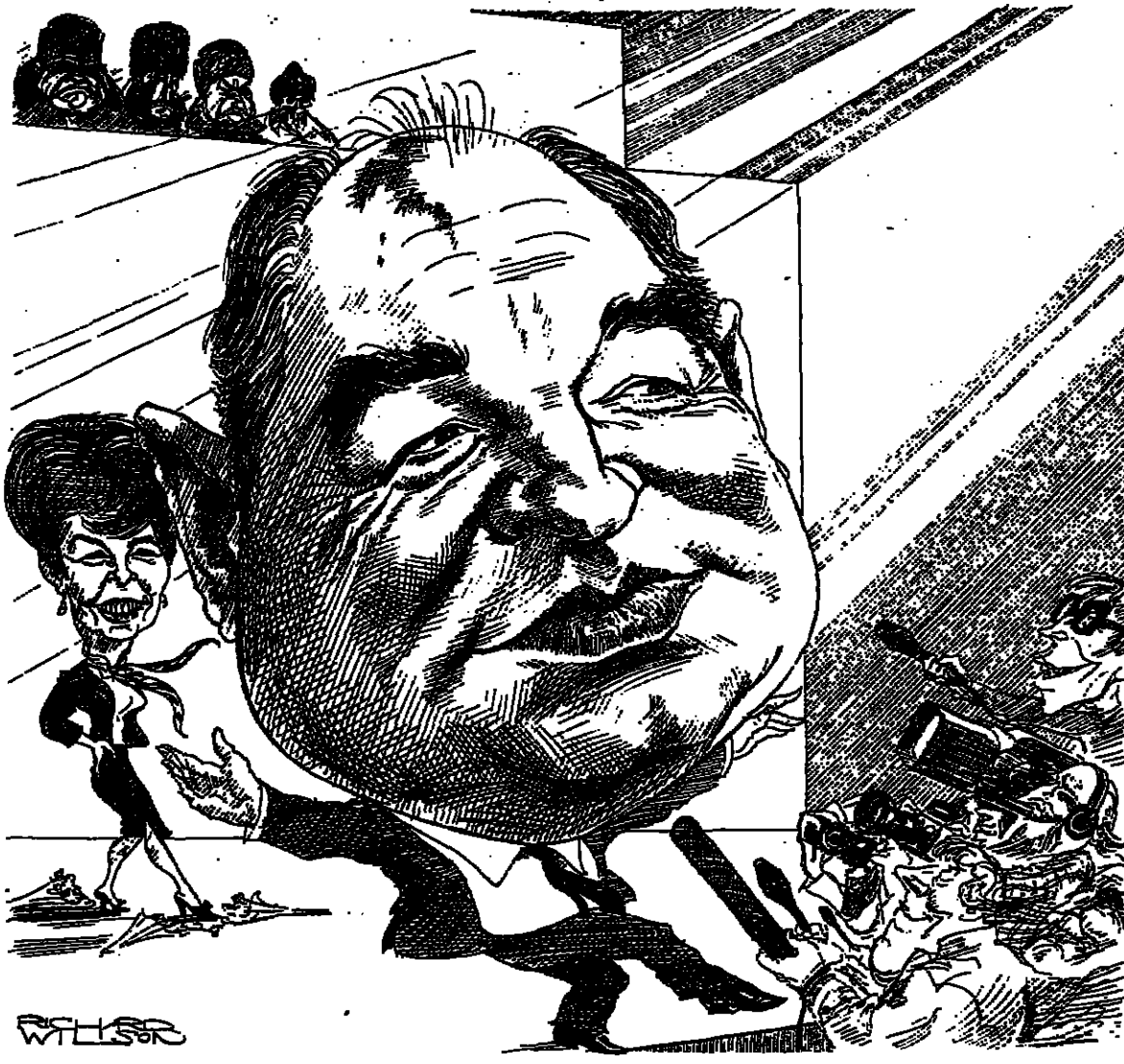
He has already proved adept at playing to the gallery of Western public opinion and exploiting natural divisions on East-West issues, especially Star Wars, among the NATO allies. He is competing with a devastating effect for Reagan's mantle as The Great Communicator. Even the Reagan Administration's attempt to regain the initiative by tabling new proposals at Geneva has the appearance of a belated response to the Soviet public relations coup.

Gorbachov's success in wooing public opinion at home and abroad is a direct reflection of his personality. He resembles the ebullient and unorthodox Khrushchev in his willingness to deliver impromptu homilies to workers on his walkabout tours of Soviet provincial cities and his ability to address a crowded press conference in the West, as he did skillfully during his talks with President Mitterrand in Paris last month.

Behind the style lies the mastery of the intricacies of the power struggle in the Kremlin hierarchy, as his swift government changes have shown since March. It would be a great mistake to suppose that Gorbachov or members of his new team are in any sense liberal, flexible or open-minded. In the long run the revelation that the Gorbachov men are just as much products of the blinkered Soviet system as their predecessors may undermine the public relations image so skillfully created since March.

Gorbachov raised eyebrows in London by cutting the obligatory visit to Marx's grave. But on the question of human rights he is every bit as hard line and intolerant as Yuri Andropov, his political mentor.

During Gorbachov's visits to



London last December and to Paris last month, questions to do with Jewish emigration or the suppression of dissident thought in Russia aroused his genuine anger. As part of the "new look" Kremlin style, Gorbachov allowed himself to be put under pressure on Soviet television by French journalists who broke Soviet taboos by asking him about political prisoners in Russia. But his response was entirely orthodox.

It is hardly surprising that Gorbachov should have so thoroughly absorbed the attitudes of the authoritarian system in which he was reared and which he used to climb to the top. He was born on March 2, 1931, in a peasant family in Stavropol, and worked as a combine harvester operator on the local collective farm. He was much influenced as a boy by the Nazi invasion of Russia and, for a while, even lived under Nazi occupation. After the war the bright and ambitious Gorbachov went to

Moscow to take a law degree, graduating from Moscow University in 1955 and becoming a member of the post-Stalinist Communist Party. According to fellow students, he was careful not to go overboard for Khrushchev's de-Stalinization and took a rather cautious political line. Back in Stavropol, Gorbachov became a Communist Youth League official in the Khrushchev era before rising up the party ladder in Stavropol region, joining the Central Committee in 1971.

He was still only in his forties, and had collected a second degree in agriculture from the Stavropol Agricultural Institute on the way. He received the summons to Moscow in 1978 - thanks partly to Andropov's links with the Caucasus - and entered the Politburo as a candidate member the following year.

It was a meteoric rise. In 1980 came full membership of the

Politburo at the remarkably young age of 49. His position was bolstered when Andropov succeeded Brezhnev in 1982, and although he failed to find enough support to become General Secretary when Andropov in turn succumbed 15 months later, Gorbachov was the inevitable choice for second-in-command to the inconsequential figure of Chernenko. He gradually acquired responsibility for the economy, party appointments and foreign policy.

His successful visit to London in December, 1984, showed the world what could be expected from a man of the new generation, and his appointment in March this year after Chernenko's death was a foregone conclusion.

The surface changes are certainly striking: it is difficult to imagine previous leaders allowing Soviet television to broadcast "man in the street" interviews on the impending summit, or for that matter allowing Reagan to counter Soviet arguments

BIOGRAPHY

- 1931 Born March 2 in the Stavropol district to a peasant family.
- 1944-45 Lived under Nazi occupation. Late 1940s worked as combine harvester operator on local collective farm.
- 1952 Became member of the post-Stalinist Communist Party (CPSU).
- 1955 Graduated in law from Moscow State University. Returned to Stavropol, where he became a Communist Youth League official.
- 1960 Graduated in agriculture from the Stavropol Agricultural Institute.
- 1971 Joined CPSU Central Committee.
- 1978 Called to Moscow to become Secretary for Agriculture.
- 1979 Entered Politburo as candidate member.
- 1980 Became full member of the Politburo, aged 49.
- 1982 November: Andropov succeeded Brezhnev as General Secretary. February: Chernenko succeeded Andropov. Gorbachov became second in command. December: made successful visit to London as leader of the "new generation" in Soviet politics.
- 1985 March: succeeded Chernenko as General Secretary.

on Star Wars and nuclear missiles in an interview with the Soviet press. Russians are delighted with the new image, and not least with Gorbachov's personable and fashionable wife, Raisa. This summer published an unusual photograph of the Gorbachov family at play on the Black Sea.

While Raisa is very high profile in the West, the Gorbachovs, like all Russian leaders are particularly secretive about their private lives. So much so, in fact, that it is not even known when they were married.

Raisa, a strikingly attractive and always elegantly dressed lady with a degree in philosophy, shares the limelight with the Gorbachovs' daughter, Irina, and their grand-daughter, Oksana, with all three women appearing on Red Square for ceremonial occasions looking smart and modern.

The Gorbachov women help to soften the Soviet leader's image, which is otherwise that of a hard-working politician - "politics through and through" in the words of a Kremlin official - who has little time for light reading or leisure, although both he and Raisa are fond of the cinema and theatre, and have made a point of dropping in on theatre performances to encourage Moscow's artistic life.

Now that he is leader, Gorbachov takes his holidays at the Politburo complex by the Black Sea, and uses the leader's dacha, or country home, in the woods just outside Moscow. But he also tries to go back to his

native Stavropol from time to time to visit his mother, a trait which adds to his popularity as a family man.

He is abstemious, disapproving of strong drink, and is behind the unprecedented clamp-down on alcoholism, and the dismissal of his Politburo rival Grigory Romanov, a noted drinker. Gorbachov occasionally takes a glass of wine but otherwise drinks mineral water or fruit juice.

In talks with visitors he likes to make jokes - slightly ponderous ones, perhaps - and he lapses into stern lectures when crossed, but the relaxed levity is still in contrast to the style of his geriatric predecessors. He is image conscious in an almost western way, and Kramlin image makers try to disguise the prominent birth marks on his bald forehead in official photographs and posters, often showing him wearing his familiar Homburg or astrakhan fur hat.

However, none of this augurs well for Geneva and suggests that while Gorbachov will be an unusually vigorous and formidable negotiator, the world will be lucky if there is an immediate meeting of minds. "I just don't see the personal chemistry working between these two," a Western diplomat said. "Reagan and Gorbachov are from different generations, different cultures and opposed ideologies."

Between the two leaders would confound the pessimists by getting on well, if not famously, despite the wide gulf between them, and despite the almost deafening propaganda of recent months.

Above all Reagan can - if he chooses - capitalize on the fact that Gorbachov has been in the Kremlin for only nine months and has made it clear again and again that his main priority is to reform the Soviet economy and to prepare the backward and highly inefficient Soviet system for the 21st century. His aim is to give Russia the superpower status it craves, and which at present it can claim only because of its massive armed might, not because of any achievements in technology or social progress.

It would be tempting for Reagan to use this as an admission of Soviet weakness and to rub Gorbachov's nose in the uncomfortable fact that the country he now governs is not like the United States, a superpower in the full sense of the word. But this would be a profound psychological error. For the one thing Gorbachov cannot admit to is that the Soviet Union in any way lags behind the West, let alone that Russia should make concessions because it finds itself in an inferior position.

Richard Owen

Loneliness is just one problem

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Fight to survive on the summer beaches

The public may pick up some good deals in the package tour war, but small firms could close and prices rise in the long run

The holiday price war between the package tour giants has given a huge boost to sales and may not be over yet. But the battle could cause casualties among the smaller tour operators hit by recent gimmick offers.

Bargains have included the £37 holiday from International Leisure, the Intasun group; a £25 stand-by break from Thomson Holidays; a £13-a-head, family coach and camping deal from Intasun, and even give-away holidays from other operators protesting at silly prices.

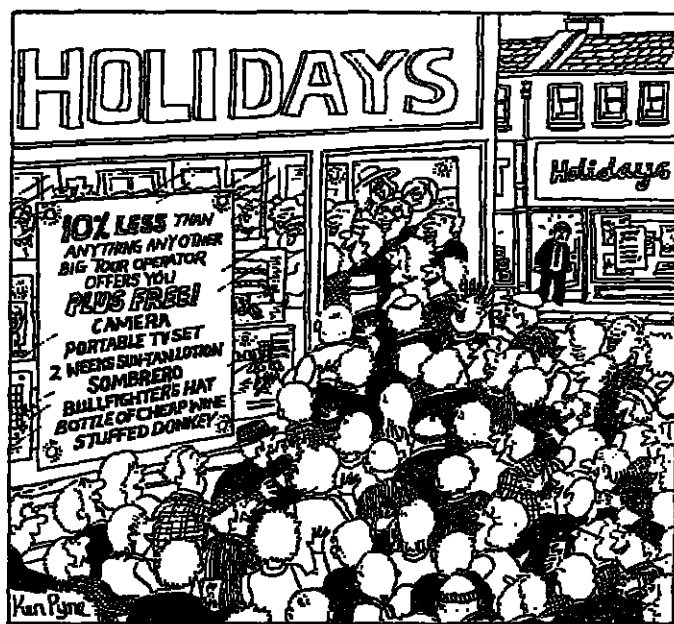
Now Thomson, which started the price war with average reductions of nearly a fifth over last season's brochures, is thought to have at least one more big promotional scheme under wraps which may be launched around Christmas when foreign holiday promotions reach a peak.

One reason for the fierce competition is that there are believed to be too many tour companies chasing the customers.

Mr Harry Goodman, chairman of International Leisure, has forecast that around 100 tour operators are likely to pull out of the business next year. Some of them will go from choice; others may collapse financially. There are currently more than 650 tour operators which, he says, is too high a number for the size of an industry which "manufactures" some six million holidays each season.

There is also a growing trend for special offers from travel agents, although their scope for doing this is limited since most get only a 10 per cent commission on holidays. The fast-growing Co-op Travel agency chain is experimenting with vouchers, redeemable against goods bought in Co-op stores, which offer 10 per cent off a package holiday.

Horizon, which claims to be the third largest holiday company, maintains that in commonly shared hotels it is undercutting Intasun by £20 and matching Thomson. Horizon is determined to stay price competitive, its group chairman Mr Bruce Tanner maintaining that if it means forgoing a profit it will be regarded as a good



investment in the company's future as it attempts to hoist its battered market share.

Among other operators competing around these prices are the Rank Organisation, with its Wings, OSL and Ellerman Sunlight travel operations, British Airways' Enterprise subsidiary and Cosmos Holidays.

Warnings from Mr Goodman that International Leisure will put up prices when its through-season brochures come out for January onwards have boosted early booking, on the decline for several years.

At Thomson Travel of which Thomson Holidays is part, Mr Roger Davies, chief executive, has said that it would be an option for Thomson brochures to be withdrawn later in the season and replaced with higher-priced offerings.

Travel agencies could be among the casualties

The result at Thomson has been a flood of bookings amounting so far to more than 650,000 out of the two million holidays it plans for next summer, that being a near doubling of its 1985 programme. The bookings are running at about eight times the level of last year, according to Thomson. International Leisure claims to have some 500,000 bookings under its belt, which is about four times the rate of this time last year.

Horizon landed 100,000 bookings even before its brochures went out to the agents this week. The expectation is that Thomson and International

may from their own point of view have very good reasons to have done what they have. But potentially this is a disastrous course - good for neither the public nor the travel industry."

The last time the industry saw giveaway bargains was in 1974 just before the Clarkson collapse, he pointed out. So itself is holding last season's prices and moving further up-market on hotels while also wooing the travel agents with 12.5 per cent commission rates. Summed holidays, a Greek specialist, is another which is adding value, such as free sports facilities and clubs to care for young children.

Although another single collapse of Clarkson proportions seems unlikely, if only because the industry has learned a lot since then, Mr Goodman's prediction could well prove right. There could equally be casualties among the smaller travel agents.

Thomas Cook has added to the turmoil at this end of the trade by ending sales of offerings from Thomas Cook Holidays, the tour operator arm, through any high street outlets except Cook's own retail chain.

If the price battle proves endemic and not just a 1986 phenomenon, there is another spectre which agents hardly want to acknowledge. This is the possibility of bigger operators turning more to direct selling of holidays - thus saving on agents' commissions, a prospect at which hastening computerisation might connive.

Derek Harris

CONCISE CROSSWORD (No 800)

ACROSS	DOWN
1 Exhausted gas (6,7)	1 Run maker (6)
2 Apparatus (3)	2 Cool (6)
3 Fix in surroundings (4)	3 Initials design (8)
4 Radio beam locator (5)	4 Beneficent (4)
5 Ponderer (7)	5 Seize in transit (6)
6 Air column (7)	6 Shooting star (6)
7 Tested (5)	7 Wire residue (3)
8 Overcome (9)	8 Partnership (8)
9 Slippery type (3,8)	9 Spread out (3)
10 Waste dealer (5,8)	10 Sweetheart (6)
11 Long-benched apse (6)	11 Solicitor (6)
12 Polar cover (6)	12 Bishop of Rome (4)
13 Weaken (6)	



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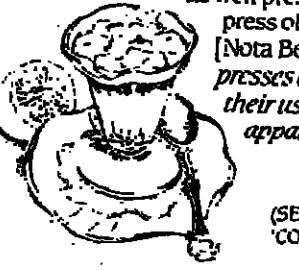
TOMORROW

Leading ladies - Princess Anne, royal expert on the Third World:

Fashion - the man who dresses Raisa Gorbachov.

Corbet, Lemon

John Corbet, the inventor of the now world famous Corby trouser press, was as fastidious with his stomach as he was with his clothes. NOTE: a letter in the WINDSOR GAZETTE: "Sir, etc., recently I have seen young men wearing brown shoes with blue suits, and drinking claret with trout. Frankly I am appalled, etc., etc." The great French gourmet Scofield often stayed at "The Corbys" (John Corbet's home named after the tailoring district in Windsor from which his family came) and renamed his Corbet de Citron, Lemon Corbet in his honour. See LES MENUS BRITANNIQUES: "The lemon must be as well pressed as the trouser is in the press of my friend, mon cher Corbet." [Nota Bene, although Corby trouser presses are of exceptional design their use is solely intended for apparel.]



(SEE ALSO THE CORBLES AND CORBY GARDINE).

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BOOKS

A mag of famous writers

It is a fine thing to have co-edited a legendary magazine. It is an even finer thing to have become a legendary novelist. So perhaps it was not a bad thing (perhaps it was even a fine thing) that the legendary magazine *Night and Day* went bust after six months, leaving Graham Greene a little more time to concentrate on his life's work.

Magazines can be a tremendous distraction, and this one was designed for precisely that purpose. The idea was to provide, in 1937, an essentially flippant but not essentially stupid weekly, catering for Londoners in the style of the *New Yorker*.

Greene says in his preface to this selected reprint that he was very proud of his team of reviewers. He had Elizabeth Bowen writing on theatre, with Antonia White standing in. He had Herbert Read letting his hair down, reviewing detective stories in a light, slangy style. He had Hugh Casson on architecture, and Osbert Lancaster on art. More famously, he had Evelyn Waugh on books and himself on films. I doubt if anyone before or since has assembled a team quite like it. But did they write well? Or do they merely look very good as a collection of names?

The answer must be qualified. Where the job is reviewing junk or pap, they were perfect. They wrote as if evening dress were their casual wear, as if they had a couple of cocktails inside them and they were determined to have fun. William Plomer at the all-in wrestling or Patricia Hamford Johnson at a croquet tournament are examples of this irreverent, hedonistic style. Louis Macneice at a dog show is not quite such fun, because it turns out, rather dismayingly, that he took dogs fairly seriously. Herbert Read on detective stories hits the tone perfectly: "Mr Peter Cheney is the berries. What does this mean? One thing about reading a reprint like this is that it will refresh your stock of forgotten slang.

Problems arise, when a magazine is devoted to flippancy only when the flippant style turns to inevitably serious material. It's one thing to read a light-hearted piece about the behaviour of the press corps in the

James Fenton on the magazine that made Graham Greene a novelist

NIGHT AND DAY
Edited by Christopher Hawtree
Chatto & Windus, £12.95

Spanish Civil War (the work of Kate Mangan), quite another to read John Kingcastle at the Nuremberg Congress dispensing the same kind of chat. It's not that one demands solemnity. It's just that at such moments you feel style getting in the way of perception. Kingcastle's piece is of interest in that it describes the notorious exhibition of Degenerate Art, which was part of a campaign by the Nazis to destroy the reputation and careers of a whole generation of remarkable painters and sculptors (a very successful campaign, very few of the artists managed to escape, and the official display, linked with attacks on Jews and the mentally deficient. The tone of ironic distaste hardly seems to rise to the occasion, however witty the point made.

Greene asks in his preface: "Is there any paper which can rival our roll of honour? It reads like the death of a whole literary generation." Here is the list as he gives it:

Evelyn Waugh, Elizabeth Bowen, Herbert Read, William Empson, Nicholas Bentley, John Betjeman, Cyril Connolly, Stevie Smith, A. J. A. Symonds, John Hayward, Hugh Kingsmill, William Plomer. And here is the list of survivors: Anthony Powell, V. S. Pritchett, Feliks Topolski, Malcolm Muggeridge, Osbert Lancaster, Hugh Casson.

I can see what Greene means by a whole generation, although perhaps there lurks behind the list a negative definition: Not the Auden. Gang. Isherwood appears once in *Night and*

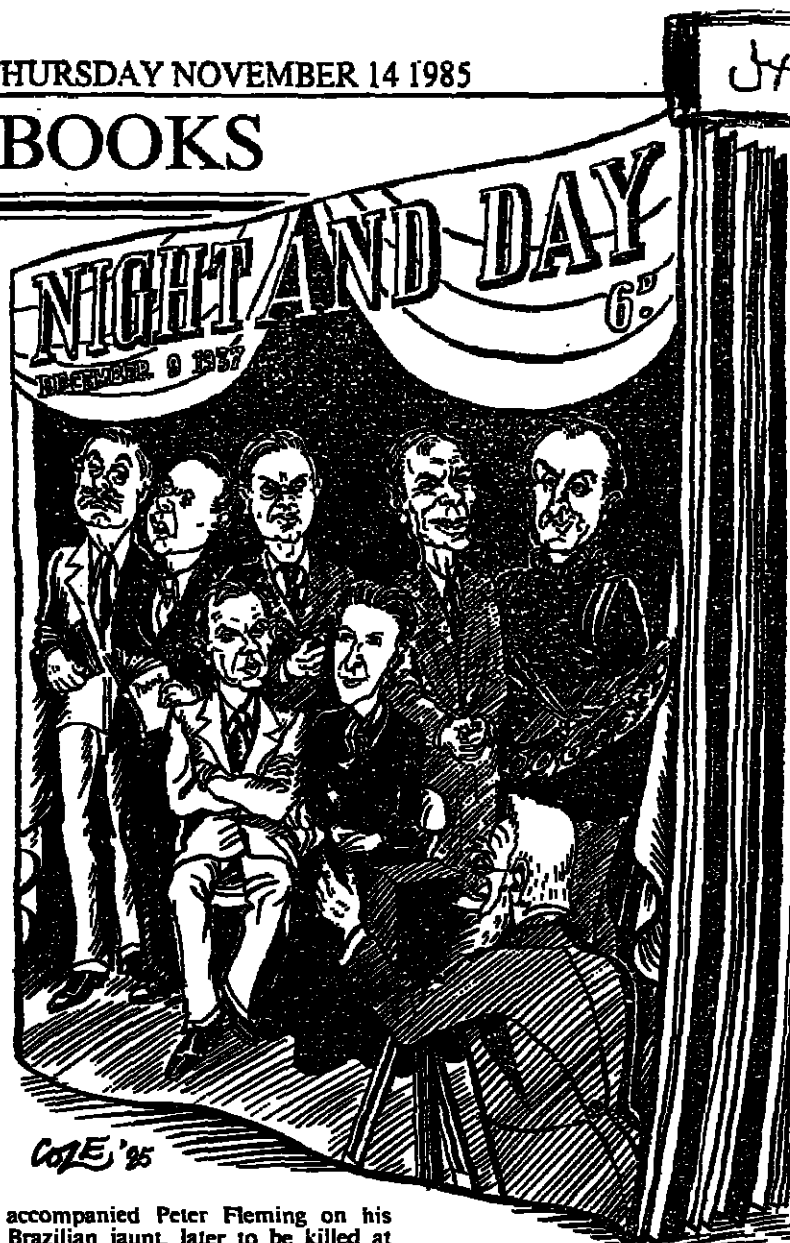
Day, with an extract from *Lions and Shadows*, then in progress. And Greene gives "Sally Bowles" an anonymous and appreciative review. Apart from that, though, the tone is rather sceptical of the Left. There is a cutting profile of Gollancz, which I can imagine had the desired effect of delighting the target readership while upsetting members of the Left Book Club.

Then there is Waugh's review of *Letters from Iceland* ("they wrote some rough Byronic verses of the kind that are turned out in paper games at old-fashioned house parties"), a good example of a chap deliberately refusing to rise to an occasion. "Mr Auden everywhere has trouble with his rhymes." And other judgements from which posterity will quietly dissent. Admirable though Waugh is in so many ways, he is not particularly admirable when he's on a hating jag.

Christopher Hawtree's introduction kicks off with the Waugh formulation that in the Thirties "certain young men ganged up and captured the decade", and goes on to say that "the notion of an Auden generation has since faded, and other contemporary writers, each of whom worked alone in quiet self-sufficiency, have assumed greater prominence." And it is these writers, or a number of them, who came together to produce *Night and Day*. Another way of negatively defining them would be Not the *New Statesman*. (Lydia Keynes is quoted as preferring Greene's magazine).

The trouble is that all this talk of generations and gangs, if taken seriously, can only mislead. It is absurd to represent, say, Cyril Connolly as if he belonged to a different world from Stephen Spender, or to divide the world of letters in a way which gives no room to Orwell. When we start getting literal-minded, there is no such thing as a generation of writers.

Still, some of the claims made on behalf of *Night and Day* are undeniable. It was for instance a uniquely friendly place for cartoonists, and in particular for the marvellous calligraphy of "Paul Crum" (Roger Pettward, the guy who



accompanied Peter Fleming on his Brazilian jaunt, later to be killed at Dunkirk) and Nicholas Bentley.

The paper folded for want of funds. Then came the Shirley Temple libel suit, as a result of which Greene had to pay £500 personally, which according to *Granta*, the *Night and Day* was not worth. The forthcoming *Granta* has extracts from Greene's journal and commonplace book, from the end of 1937 to the early days of the war. Among the obsessions, queries, pornography, murder cases, quotes from Tom Paine and advertisements for rubber sheaths:

For the connoisseur we recommend the *Conrad Special Extra-Thin Transparent*. All sheaths are tested twice, once by the manufacturer and then by us. Post to us the enclosed

Stars of *Night and Day*, clockwise from top left: Osbert Lancaster, John Betjeman, Evelyn Waugh, Malcolm Muggeridge, Feliks Topolski, A. T. S. Barrow, the photographer, Elizabeth Bowen, Graham Greene.

postcard and we will forward you seven assorted (with instructions) of which you can use any one, and if you decide to keep the remaining half-dozen, you pay us 3/6 special price; if on the other hand, you decide not to keep them, return the half-dozen to us within fourteen days and the matter will be closed.

Greene's note: "What sexual starvation is indicated by a five-year guarantee. The address is Bourne-mouth." Typical.

A discreet memoir of a writing man

Allan Massie

JACKDAW CAKE
By Norman Lewis
Hamish Hamilton, £9.95

Anyone who confined his reading to autobiographies could be forgiven for believing that the whole population was dotty, with the exception of autobiographers. Reading Norman Lewis's memoir of the first half of his life, he might begin to wonder about the autobiographer too - so detached is Mr Lewis from his early life.

The title derives from experience of early childhood. At the age of nine, Mr Lewis was taken from his parents' home in Enfield to his grandfather's in Carmarthen. "It was my grandfather's ambition to make a Welshman of me", though he seems to have done little to further this intention. The grandfather, whose fortune had been built "on a cargo of ruined tea from a ship sunk in Swansea harbour, which he laundered, packaged in bags dangerously imprinted with the Royal crest, and sold off at a profit of several thousand per cent", kept out of the way mostly for "on the home front his life fell apart. The three daughters he had kept at home were dotty." It was these daughters who, once a week forgot their hostility to each other, and combined to bake "a cake of exceptional richness". Then, at ten o'clock each Saturday morning, the kitchen windows were flung wide to admit the great black cat of the house, the jackdaws fell on the cake and devoured it. One can see why this should have made a lifelong impression on the small boy, the symbolic interpretation, possible being almost as rich as the cake, as numerous as its ingredients.

Still, Mr Lewis didn't remain long in this Welsh Wales, full of ugly chapels, of hidden money, psalm-singing and rain, where his grandfather kept Old English game-cocks, which frequently attacked the young Norman and his Aunt Li, and where the inhabitants of the village of Llanstaphan, including some of his relations, used to throw things at the miners who resorted there for Sunday picnics. He was soon back in Enfield, where his father, a chemist who despised his customers' predilection for patent medicines, practised as a spiritualist medium, and his mother as a faith healer. It was Mr Lewis points out, the great age for spiritualism: "As I understood it later, Spiritualism was an inevitable reaction to the bereavements of the First World War which, in its harvest of death, had left hardly a family untouched." He records the hopes and dupes, successes and failures, follies and fakes of the faith in a dead-pan manner: impossible to know how much he accepts or rejects, unless you think that his granting of a capital S to Spiritualism is a clue. Nevertheless this account of growing up in a North London suburb, interesting to compare with Eric Ambler's recent autobiography, reminiscent too of the novels of Patrick Hamilton in its picture of a seedy and private respectability, offers a very vivid realization of lower middle-class life. Only Mr Lewis stands apart himself, giving few hints of his own feelings.

He stammered as a child, he

was clearly unusually observant, he "lived in a place where it seemed to me, nothing happened". No wonder that, as an adolescent, he and his friends, sitting "in Mrs England's Dining Rooms in the passage at the back of the station began to ask ourselves if in fact we really existed or whether what we took to be life could not be a complex illusion, an endless, low-quality dream." Most adolescents indulge at times in such desultory speculation; Mr Lewis invests his with a certain compelling urgency.

He started buying and selling at auctions, met a girl called Ernestina, who reminded him of Carmen Miranda and who decided - it seems to have been her impulse - to marry him. Since "we were both earnest students of the doctrines of Bertrand Russell", it was to be a free and modern marriage. "Vows were exchanged in a quick embarrassed mumble" in a register office and then the news was broken to the girl's Sicilian parents. In the father's reactions, Mr Lewis witnessed "a classic example of the stoic Sicilian reaction to irretrievable calamity, known in their enigmatic island as swallowing the claws of the toad."

Something in the detachment and private courage of his wife's family appealed deeply to Mr Lewis. That much at least we can gather. He writes of them with near warmth, and learned from them. One feels he has been engaged in swallowing toad's claws for much of his life. War meant eventually the Intelligence Corps - he had learned a little Arabic on a journey with Ernestina. It meant the death of his marriage as Ernestina settled in Guatemala and showed no sign of returning. If he was pained, he conceals it, swallowing this toad's claw too. War meant cock-ups in Algeria and Tunisia and a voyage repatriating Russians through the Mediterranean to almost certain death. A major handed them over to him at Taranto: "He wore no Intelligence green flash, but the faint aroma of lunacy and the fierce but vague eyes identified him almost certainly as a member of the Intelligence Corps." "They're all shits", he said, and advised Mr Lewis not to try to prevent his charges from committing suicide. War also meant Naples '44, which was to be the subject and title of Mr Lewis's masterpiece, which hangs round his neck like a jewelled weight, so that even now, though he is the author of 12 novels and six books of non-fiction, his publishers choose to identify him on the cover as "the author of *Naples '44*".

This superior chronicle of corners of lunacy is undeniably fascinating. It is, though, an uncommonly reserved memoir, telling us little directly about its author. I am sure he meant it that way, for he has acquired a truly Sicilian fastidiousness about personal revelation.

He stammered as a child, he

Real life on a Crusoe island is not a lot of fun

The *Coconut Book* is to Robinson Crusoe what *Water-ship Down* was to the Flopsy Bunnies. If ever I were shipwrecked it would be, I feel, something like this.

There are no dusky maidens peeping coyly between their fingers, no goat to provide the daily pint, no crystal-clear stream, animals to slaughter, birds to sing, or guavas, yams, or pawpaws for dessert. Nor is there any Man Friday to offend the race relations lobby.

Two men on a sailing holiday in the South Pacific pick up an empty coconut from the sea. Inside they find the screwed up pages of a novelette between whose printed lines has been written in fading pencil the undated diary of a castaway. Mr X - we never know his name - is the only survivor after his light aircraft crashed into Rogers and Hammerstein waters. A strong swimmer, he struggled ashore on one of the hundreds of uncharted islets in the region. That is the good news...

The rest of the narrative is taken mainly from the man's diary in which he describes his fight for survival on his furling of sandbank with a tiny spider

for company, and half a dozen coconut palms for larder.

The only serious criticism I would make of *The Coconut Book* is of its title, and presentation, which make it look more like a chic compilation of tropical recipes than the imaginative and intriguing (if stiff) first novel - that it is.

The survival instinct is what every man needs to turn himself into a D.I.Y. expert. Mr X, who is fighting for his sanity as well as his life, hollows himself a small reservoir for rainwater, cuts down a branch for a fishing rod, tears strips from his trousers for a line, and makes part of their zip into a hook.

He sharpens another branch into a spear, turns a coconut shell into a diving mask with his spectacle lenses for goggles, makes fire with the help of his watch glass, and builds a small shelter out of stones with turtle shells and palm-fronds for a roof.

He eats raw shellfish and catches lobster - for both of which he would have been charged a small fortune in the West End - and tries to ward off madness by measuring his island prison, and sketching out a chessboard in the sand. One

revised, and also translated more efficiently.

It is the tale of how the South African Ambassador in Paris and his Third Secretary become rivals for the love of the same girl - the promiscuous, unscrupulous Nicolette, and of the insouciant way in which she beguiles them towards the destruction of their cocooned lifestyle.

It is tempting to say that it could only have been written by a South African living abroad, as Mr Brink was at that time (a student in Paris). But that perhaps would be too trite an observation. There is certainly something ever so slightly dated about it now; and the reaction it provoked in 1963 (the year of Profumo) when Afrikaans clergymen preached sermons against it from the pulpit seems rather quaint.

But it remains a good book, intelligent in its exploration of human behaviour under emotional and political stress. In a post-Booker week (Brink has twice been among the runners-up incidentally, the quality of *The Ambassador* stands out above most in the field.

Waiting for the End of the day, he says, he may swim over to that other distant island he sees increasingly in the heat haze, from where he can hear sounds of music and laughter. It leaves a haunting question in one's mind.

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World is a rather weird but well-written and for the most part brisk thriller about a bunch of terrorists who try to explode a nuclear device beneath Times Square, New York.

The central character is Clarence Larkin, a drunk, an epileptic with a history of mental disorder, who is most at home amid the drifting subterranean world of Brooklyn and Manhattan. Murder, devil-worship - after 300 pages one begins to wonder if perhaps it wasn't such a bad idea to blow up this particular world.

In *The Assault* Anton Steenwijk is orphaned during the last few months of the German occupation in Holland, after a Dutch collaborator is shot and his body left outside his parental home. His parents and brother are killed by the vengeful Nazis, and Anton spends the next 40 years trying to find out why his family had been singled out for retribution.

The book has been a best-seller in Holland and widely praised elsewhere, winning comparisons with Simenon or even a more profound genre. I found it disappointing - slow and flat, and able only at times to involve me in Anton's quest.

But she done him wrong

Woodrow Wyatt

A QUESTION OF JUDGEMENT
By Sara Keays
Quintessence Press, £9.95

I can sympathize with Miss Keays. She was ill-used by her lover, with whom she had not a casual affair but a relationship of 12 years, strengthened by unfilled offers of marriage. At 36 she wanted a baby before it was too late, and she wanted it from the great love of her life. She had reason to hope that he would disentangle himself from his wife and family, who are almost non-persons in this book.

Her rejection of his repeated suggestions that she should have an abortion is understandable, as is her bitterness. Miss Keays was not ordinary woman. She was competent, and apparently loved by most who knew her. That was until she first trespassed her lover's immediate political hopes with her Tory Party Conference of 1983; and then sank them for ever with the knowledge that there might be an Exocet to come, which arrived as the *Mirror* serialization of this book.

Miss Keays is a product of feminism. She does not believe that men's careers are more important than women's. Any thought she might have had of noble self-sacrifice was outweighed by grief for her own lost ambitions.

For Miss Keays saw herself as a Conservative MP. The Conservative Party itself told her she would make a good candidate. She was offered the Conservative candidature in the February 1983 by-election in Bournemouth where she lived. But her lover, then Chairman of the Conservative Party, managed to prevent this, alarmed that the press might learn of their association. He justified this later on the grounds that it was for her own good, as she would have come bottom of the poll.

She was not deterred in her political aspirations by the revelation of her affair. She badgered the Conservative Party Central Office with enquiries as to why, though on the approved list of candidates, she was not receiving notifications of selection conferences to which she could apply.

The Conservative Central Office behaved like her lover, assuring her she was still an approved candidate, but mysteriously not circulating to her the details sent to the other approved candidates. Perhaps if they had helped her go through the motions this book would never have been written. Not even Miss Keays, immensely confident though she is of her own capabilities, could suppose that any Conservative association would adopt anyone who published violent attacks on the Prime Minister like those in this book.

Miss Keays has written a modern tale cautioning girls never to trust married men. Most with delicate sensibilities would not have done so.

The spear-carriers and bit-players

Basil Boothroyd

SMALL PARTS IN HISTORY
By Sam Llewellyn
Sidgwick & Jackson, £6.95

Blurbs are best unread. We read them all the same. This one speaks of the author's "scholarship and wit", and saves me hunting up something equally fair and succinct. Though both attributions defy exact definition, he has at least hit on the witty idea of digging up nonentities who have played small parts in high matters, eg. the clerk to Public Prosecutor Fouquier-Tiville who gave history a side-swipe by eating the future Empress Josephine's death warrant.

Or, still with the French, the obscure Corsican but for whom Bonaparte might have been brought up an Englishman.

got into only a half page: as with a footnote hobo called Harrison, tramping the Transvaal with his feet kicked a loose pebble that glittered. Hence the South African gold rush, fierce British and native rivalries, and the Boer War.

Some are trodden ground. But enlivened. We all know that Daniel Defoe made Alexander Selkirk into Robinson Crusoe. But the details of Selkirk's marooning were sparse (anyway with me), let alone his later life when, travelling out of quackery, he "traveller to Bristol and embarked on a career of good-humoured bigamy and assault."

And what bungling sculptor, c 1480, having ruined a hunk of pure Carrara marble by splitting it up the middle, abandoned it in a huff into Michelangelo's hands? It was his *David*, leaving the split as the space between the legs?

Well, read on. Eat on in bite-size. Not a feast. But appetizing bite-size pieces, some

Fiction for the young

CHILDREN

Brian Alderson

BEYOND THE CHOCOLATE WAR
By Robert Cormier
Gollancz, £7.95

In that dingy artistic cul-de-sac signposted "teenage fiction" Robert Cormier's *The Chocolate War* glows with sombre radiance. Published here in 1974 it was praised as an American Tom-Brown's-School-days-in-reverse: Flashman wins, with the connivance of a devious Dr Arnold. The power of the book lay in Cormier's terse, disinterested manner, finding a language to match the story's bleak pessimism. With such insight, he should have known too that the performance was unrepeatable.

Beyond the *Chocolate War* does not stand a chance. The action takes place in the same Catholic high school a few months after the smiting of Jerry Renault, the outsider who did not conform. Jerry however now has only a sketchy part to play, differing uneasily at the edge of the plot. This is apparently because Cormier wants to give closer attention to his Flashman figure, Archie

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THE TIMES DIARY

Ward off the evil eye

Journalists on Thames 71 Eye programme are meeting on Monday to decide whether to black out Thursday's edition, at the end of which an embarrassing three-minute apology is to be read. The apology concerns a 71 Eye report broadcast four years ago on Czech dissidents, which the Broadcasting Complaints Commission ruled as "misleading and unjust". It is understood the apology does not name Julian Maynon, the reporter involved in the programme, and union sources say the current staff on the programme fear the apology will damage their professional reputations. ITN is also said to be concerned that Sir Alastair Burnet's role in presenting next week's edition could reflect on ITN. The 71 Eye team fear that unless they are distanced from Maynon, the apology could also jeopardise their peak evening slot - in serious danger of going to Yorkshire. Central or TVS in the next franchise battle.

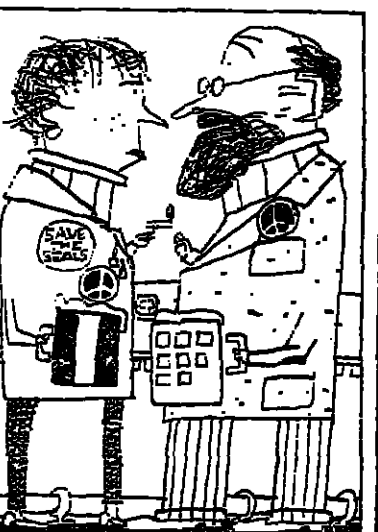
Famous four

Mrs T and the Hungarian leader Janos Kadar evidently got on famously during his London trip last month. So famously, it seems, that she kept on interrupting. It has now emerged in Budapest that at one point Kadar asked "Margitka" for "four minutes silence" in order to make his point. It must be a record.

Waite and See

Terry Waite has not only the Archbishop of Canterbury's blessing for his bid to free the four Americans held hostage by Lebanese terrorists. He disclosed to me before flying off to Beirut yesterday that he also has the blessing of the Pope. He was called to Rome a few weeks back, he tells me, attended mass at St Peter's, and had a papal audience. "The Pope said he was appalled about the situation and assured me of his support for the efforts made by myself as the representative of the Archbishop of Canterbury." One of the four hostages, of course, is a Roman Catholic priest.

BARRY FANTONI



'Just think, we'll be able to pay the disorderly conduct fines out of our tax cuts'

Discreet charm

The *News of the World* should not get excited: the sixth form at Princess Anne's old school Benenden has just produced a commercial calendar showing the schoolgirls in various poses - but, says headmistress Gillian duCharme (yes, that's right), "It won't be a girlie calendar in the way most people view a girlie calendar. It will be a calendar with girls on, but all very proper and respectable."

Art attack

Organizers of the current Royal Academy exhibition, German Art in the Twentieth Century, face an accusation that they deliberately censored Nazi art from the show. The charge is to be debated in next week's *New Society* by leading art critic Peter Fuller, who says: "Nazi art... was not some strange bird of prey which alighted from nowhere on the power cables of German culture in 1934, only to perish and leave nothing but bones clinging there in 1945. Rather, like the modern movements themselves, the art produced in the Nazi era had deep roots in Germany's cultural past." The exhibition excludes the Nazi period but contains post-war work. Fuller says that aesthetically Nazi art "looks no worse than the 'monumental' expressionistic kitsch of Baselitz, Penck, Hockney, Kiefer, Beuys, and the rest - which, paradoxically, often relies on the imagery and architecture of the Third Reich for its subject matter." A public debate on the exhibition is to be held at the RA on November 28: it should be fiery.

Retaliation at last from the breakaway Union of Democratic Mineworkers for Labour's refusal to recognise it. Officials have just cancelled their 180-copies-a-week subscription to *Labour Weekly*.

Banned Militant

Militant was given a hard time all round by Kinnoch's Fabian lecture. The paper, accustomed to Labour doors opening at the wave of a press pass, was refused entry to the meeting. The Fabians' general secretary, John Willman, told the reporter who rang the press seats were full - and the paid-for seats had sold out. The reporter had to trot down to the venue in Euston Road, and wait to be handed a copy of Kinnoch's onslaught.

PHS

Golden chance, not silver sold

by John Redwood

It must be the British genius for self-disparagement that we are again trying to snatch failure out of the jaws of success. As the privatization programme gathers pace, the new worry being voiced is "what happens when the assets run out?" This is the sequel to that equally ill-conceived gambit, "what happens when the oil runs out?"

The oil brought us tax revenue to expand welfare services, demand for sophisticated engineering of rigs and modules, and overseas earnings which have been part-invested in a flourishing overseas portfolio. That nest egg will go on yielding more and more income as the oil declines, and the oil declines slowly anyway. Economic Armageddon will not merely be a little delayed - it is cancelled.

Privatization is often a spur to higher profits, better performance and greater new investment. Where the government retains a sizeable minority stake in the business, it may, after a few years, have a more valuable asset than when it owned the entire business.

In 1981-82 the Government sold 49 per cent of Cable and Wireless and received £182 million (net) for its shares. When in 1983-84 it sold a further 22.3 per cent it received £263 million. In little over two years the half of the company it had retained

became worth more than the whole business had been worth in 1981. Half of British Aerospace fetched just under £150 million in 1981. When the second half was sold the proceeds were more than double.

The remaining government half of British Telecom is already worth £3 billion more than its value at the original sale price, following good profit and share performance. "But", say the worried, "we are still in part living beyond our means by selling assets to pay the bill." They argue as if the public sector, and the public sector alone, should never sell anything and should steadily accumulate ever more.

There are more checks and balances than these critics think. Those who believe in piggy-bank economics delight in saying that the sales proceeds are going to pay benefits to the unemployed. They also say that the same £1.6 billion of benefit is being financed by oil revenues! Even if you add in some supplementary benefits there is still a huge gap between the oil revenues and the cost of unemployment. In reply, you could say: "No, the sales proceeds are going to renovate and increase the remaining public sector capital stock."

Indeed many times more than the sales proceeds is being spent on new capital stock. This year will see £2.5 billion of asset sales against £18 billion of new investments. Government, like any institution or company, should have a judicious mixture of revenue, borrowing and sales proceeds to spend on a variety of uses. For the assets to run out it would have to sell more than it was building or buying for many years.

If more industries are sold, the requirement for capital spending in the public sector is of course lowered. We no longer have to budget for £2 billion of telecommunications capital investment in the public spending figures because that will be carried out by a private British Telecom and others.

This does not mean the assets have gone to waste or been destroyed. It is a strange doctrine which sees only public assets as having value to the community. The availability of bread, for instance, is a useful facility, but it does not use a pound of public capital.

Nor is the welfare state left untouched by this system. For once industries are in private and

profitable hands, the Inland Revenue can charge corporation tax on their profits. Income tax from their employees, and VAT if their products are "taxable", come in just the same.

Removing industries from the public sector reduces the risks borne by the taxpayer. Some public sector businesses have in the past looked forward only to redundancy and decline: a change of direction may arrest this. Privatization takes the liability for such industries away from the taxpayer.

Some businesses were only put into the public sector for temporary hospital treatment. Should they never be discharged? Some, such as National Freight and parts of British Shipbuilders, are sold on for very little, which reflects their financial condition and helps to motivate their employees.

Those who say we are heading for disaster when the assets run out should do their sums again: they are not running out. Many of them are improved by privatization and the proceeds can help towards new public investment. And those who think oil revenues, overseas investments and privatization proceeds are bad news seek to live in a world with meaner welfare services, less successful industry and higher taxes.

The author was head of the Downing Street policy unit from 1983 to 1985.

With British and Irish cabinets considering a draft agreement today, Richard Ford looks at the pivotal role played by the SDLP



From summit it's uphill all the way

The loudest and most prolonged outburst of clapping during the hour-long speech of John Hume to his Social Democratic and Labour Party's conference came when he praised his deputy Seamus Mallon, who sat beside him in the hall of Belfast's Forum Hotel. In the nerve-racking final days before the expected Anglo-Irish summit between Garret FitzGerald and Margaret Thatcher the SDLP leader was attempting to quash rumours of division within the party over FitzGerald's strategy and the likely contents of the final package.

It was wrong, he said, to accuse Mallon, a close friend of Charles Haughey, the opposition leader in the Irish Republic, of speaking for only one wing of the party. His voice rose to a crescendo as he shouted: "He speaks for his entire party!"

With almost palpable relief, anxious to display unity, the audience erupted into applause. It was the same at the end when the two men stood together, hands joined above their heads, to receive a rapturous ovation.

Delegates recognised that Mallon was, however reluctantly, on board to support any deal. He has, according to one government backbencher in the Republic, been under enormous pressure from Haughey to line up behind him in denouncing any agreement as a betrayal of Irish aspirations for unity. A similar exercise to prevent a Haughey-Mallon alliance has been undertaken by the Dublin government with apparent success. Within the SDLP, Mallon has been unable or unwilling to mount a serious challenge to the Hume position.

Both FitzGerald and Hume need the backing of a united SDLP. They have to sell any agreement to nationalists in the South and North against opposition from Fionna Fail and the political wing of the Provisional IRA. But the bipartisan approach in the southern political establishment long ago collapsed into acrimony. FitzGerald and Haughey are on course for a parliamentary row when the agreement is finally debated.

Hume has skillfully charted his party through these turbulent waters in Dublin but recently his relations with Haughey became strained by his insistence that the FitzGerald approach offers the best hope. Haughey's fraternal message to the SDLP conference was distinctly cool and in a recent radio interview he caustically said he had no idea what Hume meant by a "healing process".

between the two communities in the North.

Haughey is playing a waiting game, calculating that a classic "fudge" agreement, with a consultative role for the Republic in the affairs of the north, will prove inherently unstable and will eventually self-destruct. If it doesn't, he has left his options open so that he could operate such an agreement on his return to what he believes is his rightful place as prime minister of the Republic.

Hume and the SDLP judge that nationalists north and south will support the deal. Hume's backing for it will leave the vast majority in the South only too glad to put the problem where they want it - firmly beyond the northern border. Like many in Great Britain they may expect an agreement to result in an end of violence. But it won't and no one is promising anything other than a long haul against the terrorists.

Hume and FitzGerald have in recent weeks been preparing

nationalists for disappointment of their high hopes of "radical reform" through abolition of the Ulster Defence Regiment and reform of the judiciary and the Royal Ulster Constabulary.

The British decided early on that the Irish needed an agreement more than they did, leaving Hume and FitzGerald little option but to hope for the best and prepare for the worst. For the consequences of failure were to admit that constitutional nationalism offered nothing, and thus to vindicate the Provisional IRA argument that the only thing Britain understands is force. Failure would also further demoralize an SDLP which, apart from its leader, contains many local politicians who have served with little reward, financial or political, for almost 15 years.

The SDLP is hiding its disappointment and preparing to handle a package that will need hard selling and implementation if it is not to turn very soon within months. It will be accepted rather than



Catholic arrest: the SDLP needs to offer political change

Haughey, FitzGerald, Thatcher. Mallon, Hume: will it be please all, please none?

acclaimed. Party members expect nationalists to allow time to see how it works, particularly in the area of security, where Dublin wants a visible change almost immediately as a reassurance to the Roman Catholic community.

Older hands in the party are concerned that a consultative role for the Republic means little more than giving Dublin responsibility for British rule without power, and that reforms to reflect the Irish identity of the minority will now be "too little too late".

As one member put it, "a commission is welcome but what will it do for ordinary Roman Catholics in relation to security forces and judiciary?" With so little apparently on offer now, hope is pinned on the future and expressed in the vague words "process" and "phasing".

While the British insist on no change in sovereignty and that the agreement will be an attempt to find structures and institutions reflecting both identities in the North, nationalist talk of a "process" implies to every unionist listening that it will be part of some grand design towards Irish unity.

The SDLP cannot afford to relax and must be seen to be working in the nationalist community to ensure that provisional Sinn Féin eas no further into its vore.

It remains committed to "Sunningdale" power-sharing, which is anathema to unionists. It wants the current Northern Ireland assembly abolished, and though Hume in his conference speech avoided any reference to the internal administration of the North, the feeling in the party is that it will soon have to enter negotiations about this.

Hume knows that the difficult task of reaching agreement with unionists on internal administration will have to be faced sooner rather than later, and that the British government is anxious for action within months.

The SDLP seems to hope that Thatcher's backing for an Anglo-Irish deal will make unionist leaders more accommodating, but just five months ago the combined unionist parties on Belfast's city council voted to exclude all SDLP, Alliance and Sinn Féin councillors from 62 places on statutory bodies. Hopes for an agreement on internal administration remain as dim as ever.

Showdown with Sharon the only winner

Jerusalem

As the Israelis stormed across Sinai in 1956 a brilliant but ruthless young paratrooper battalion commander disobeyed orders and committed his men against immensely strong Egyptian positions in the Mitla pass. He lost 38 men and with them his cherished ambition of becoming Israel's chief of staff.

Yet 35 years later Ariel Sharon had become chief of staff's commander as minister of defence. He had become a national hero in the Yom Kippur War after emerging from military retirement to lead a daring operation across Sinai which trapped the Egyptian Third Army.

Crowds of youngsters chanted "Arik, king of Israel" and he was brilliantly launched on a right-wing political career. Despite the disgrace of the Sabra and Shatila camp massacres in Beirut in 1982, his charisma has made him an indispensable Likud member of the inner cabinet of the current coalition government.

Given the unsensational portfolio of trade and industry, he has used his position repeatedly to rally support against what he sees as secret talks that will surrender Israeli sovereignty over the occupied territories.

In recent weeks Sharon's loud voice has been heard with increasing frequency attacking Shimon Peres, the Labour prime minister, to the point that Peres has reluctantly decided to risk the fall of the coalition government by giving Sharon the sack. Unless Sharon succumbs to pressure to affirm his confidence in Peres in the 48 hours before his dismissal takes place, or unless Likud decided not to give him their backing, his dismissal from the finely balanced cabinet could bring the government down.

Rude though Sharon is, it is hard to understand why Peres has decided to risk all now. The rebel minister, according to a poll this week, has only 3.4 per cent support for the leadership of his own Herut party. He is the sort of man people admire but do not vote for.

It would be an unsatisfactory moment for Peres to go to the country. The results of the economic austerity programme are not yet clear, while individual voters are feeling the pinch. The direction of the peace process is also far from clear and the three-month election-cleaning period statutory in Israel would make it impossible for any further progress to be made once a

poll were called. Peres would clearly prefer to go to the country with something firmer than vague promises based on the secret diplomacy in which Sharon has rightly accused him of indulging.

But Sharon's attacks have pushed Peres into an almost impossible position. On August 25 Peres warned the trade minister formally that he would be dismissed if he did not stop. Since then the language has become more strident and the prime minister's authority was in danger of being undermined.

Sharon has struck a populist patriotic pose. Israelis are being stabbed in the back by terrorists in the city of Jerusalem, he says, while the prime minister has carried on secret talks with the king across the Jordan who has given sanctuary to the terrorists.

Yitzhak Shamir, the Likud leader to whom Sharon is immediately responsible, also does not want an election now. He is nervously waiting in the wings as foreign minister for his turn to take over as prime minister next October.

Peres is as popular as he is ever likely to be, with 60 per cent support in this week's poll. This compares with only 22 per cent for the 70-

year-old Shamir, who might even lose the leadership of his own party when it holds a long overdue conference in the first week of January.

Logically, the only person with an interest in bringing down the government is Sharon himself. That would put an end to the secret diplomacy he is warning against, force an uneasy Peres to face the electorate and topple Shamir, whom he sees as compromised and weak.

Just before Menachem Begin was manoeuvred into appointing Sharon minister of defence in 1981, he joked that before long "Arik will surround the prime minister's office with tanks". Sharon no longer has command of the tanks but he has fired his heavy calibre arguments explosively into the coalition government.

Sharon is realist enough to know that he stands little chance at the moment of taking over as party leader, and eventually as prime minister. But he probably sees himself in a tradition of leaders such as Churchill and De Gaulle, called back to save their country from political exile.

Ian Murray

Ronald Butt

Heartland Labour has failed to woo

Mrs Thatcher has committed an odious offence in the eyes of left-of-centre opinion. She is responding to public anxiety about lawlessness by preparing direct government action against it. Labour and its supporters resent this both in principle and also because they purport to see an analogy with the so-called Falklands factor which they think robbed them of victory at the last election.

In fact, there is sufficient evidence from the trend of political opinion before the Falklands conflict to suggest that the Conservatives would have won anyway, on the issue of the unions, the struggle against socialism and above all on the kind of socialism that was so unignominously threatened by Labour under Michael Foot's leadership.

Much more interesting is the principle of the matter. Mrs Thatcher is accused of "populism" and of cashing in on public anxiety after the recent riots and other manifestations of rising crime and violence. In fact, all the provisions of the coming bill on public order were outlined in the White Paper published in May, months before the riots. At that time the Labour Party was already voicing bitter opposition.

Labour will look with a particularly jaundiced eye on the proposal to give the police power to impose conditions on the size and place of assembly. This is now, as experience has taught, necessary to prevent violence, whether among massed pickets, demonstrators, or football crowds. The Government's critics will discern a threat to civil liberties. Yet what is proposed is no more than an attempt to make the law respond to experience for the protection of the citizen.

The same is true of the proposal in the White Paper to create a new offence of disorderly behaviour to deal with hooligans causing alarm, distress or harassment to their fellow citizens - but whose actions are not restrainable under the present law.

People can be harassed and alarmed without the commission of an actual act of unlawful violence or its threat. In particular, the police lack powers to deal with young people who make life a misery for their more vulnerable fellow citizens. The elderly and Asians especially, who are often afraid to leave their homes because they feel threatened by hooligan behaviour, are sufferers.

There are complaints that the police do nothing, but that is because they lack the powers needed. If a policeman tells a young man whose deliberately overbearing conduct is alarming his fellow citizens to stop, and if the only response is a stream of abuse towards the policeman, there is nothing more the police can do.

Everyone knows that the threshold of minor disorder has been lowered and that the more helpless citizens feel menaced. It is right that the Government should give the police power to intervene sooner, and if necessary to arrest those who will not accept a warning. But the proposal will plainly fall foul of the libertarian left.

To people of this frame of mind, civil liberties are in practice always more a matter of the rights of people

who may get into a position from which an offence against others may be committed than of protecting the potential victims of the offence by stopping it, or punishing it. They would deny it but the ordinary citizen discerns in their attitudes more concern for the liberties of the potential criminal than for the right of the ordinary citizen to go about his business in peace.

The "progressive" point of view was expressed at this year's SDP conference by none other than Roy Jenkins, the former Labour home secretary, who was himself in the vanguard of the libertarianism which has contributed so much to changing the social climate. Speaking of Mrs Thatcher, he said: "The truth, which her populist soul cannot accept, is that government cannot much influence crime levels and that they merely dig a pit for themselves when they try to turn it into a partisan issue. What governments can do, however, is substantially to influence the levels of employment."

That is a classic statement of the progressive case, although the whole history of strong and law-enforcing movements disproves it. Assuming the basic virtue of almost all men and women (unless they are mad, although that is a blunt expression the left-libertarians would not care for either) they believe that most people only commit crimes because they have grievances or a bad background or are disadvantaged by society.

Their response to violence in inner cities is that the Government must first spend money on the environment and on job creation, and that police activity should be soft-pedalled, even to the point of not enforcing the law where that is thought to be provoking.

Of course, all responsible political parties understand the need for removal of grievances which destroy consent to social order, as well as for a strong and enforceable law. It depends where the line is drawn and the emphasis placed.

The Tory Party, though less convinced than the left of the ultimate goodness of all men in the "right" social conditions, knows that deprivation must be remedied (as a matter of principle as well as expediency), but does not suppose that this suffices as an answer to gratuitous crime.

That is also the position of most ordinary citizens, and it is why they turn to the Tories on law and order. It is a mistake to suppose that the Tory response is simply a matter of election-winning. It is an even greater mistake to suppose that politicians do not mean what they say. They often fail (when expediency drives) to do all they have said, but the basic position from which they set off to appeal to the electorate, and respond to it, reflects their genuine instincts, whether Tory or libertarian-left.

If on law and order, the nation supports the Conservatives it is because they believe the Tories have it much more in their hearts than the Labour Party may the law effective. It is up to Labour to convince the public to the contrary, and they do not seem to be setting about it in a very sensible manner.

moreover... Miles Kington

Line up for the two-litre race

I hate to introduce a sombre note into the conversation, but I have to remind you that the Beaujolais Nouveau Race will be taking place next Wednesday night, and that you should remain firmly indoors during that time.

Guy Fawkes Night may be dangerous, but it is as nothing compared with the threat offered by squads of Jeeps roaring through the French night, rockets firing cargoes of French wine across the Channel, daredevil squadrons of the Red Sommeilles dropping litres of the hard stuff over London and English rugby teams pounding eight abreast up the autoroutes, handing off the French *douaniers* with stiff-arm tackles.

Luckily, the Beaujolais Nouveau Race is the only wine-related event in the coming season of alcoholic athleticism, and I am privileged to print what I think is the only comprehensive round-up of roaring races based on getting a load of bottles from point A to point B. Some are gentle in nature, some are only for the hard men among us, but I am sure that everyone will find something to their own taste.

The Vieux Beaujolais Race. Whereas the Beaujolais Nouveau Race concentrates rather tamely on getting bottles to London as quickly as possible, the Vieux Beaujolais Race likes to emphasise the importance of taking as long as possible, in order to let the wines mature. It started in 1976 and none of the contestants has yet arrived. The leader at the moment is the round-the-world Welsh coracle team, whose intention was to leave the mouth of the Gironde and set off gently as the wind took them via New Zealand. So far, technical problems have prevented them leaving France and their coracles are in bad shape. Their wines, however, are coming on a treat.

The Vodka Froid Race. The idea is to leave Moscow with a load of frozen vodkas of different flavours such as lemon, buffalo grass, pepper and Ukrainian herbs, and arrive in London with the bottles still frozen. This means a detour via Spitzbergen, Finland, etc. Only a few teams are tough enough to make the trek. The leader at the moment is the Scottish Rugby Vodka Team, who are running through Northern Europe dressed only in the Gala-

shields strip. Their leader, Jock McManus, recently radioed to us: "We are frozen to the bone, but it's nae worse than a Saturday night in Blairgowrie."

The Round-Dublin Stout Race. Contestants have to drink their way round Dublin and sketch their idea for a prize-winning novel. So far, everyone has successfully completed the first part but no one has come anywhere near the second part.

The Australian Respectability Race. Australian films have become more establishment than British films: Australian opera singers are now more pukka than the native product; Australian lagers are now more respected than Australian cricketers; but when will Australian wines get the same kind of cachet or kudos? More important, when will Australians know what cachet or kudos means? A nail-biting contest.

The Perrier Surchage Race. This is the exciting competition to find the London restaurant which charges most for a small bottle of Perrier water. Well, it doesn't have to be London: we have found candidates everywhere for this exciting contest in which a small bottle of Perrier (25p in the shops) can be charged anything you like in the restaurant. Current leader: Le Grand Pub Lunch, Bath, Avon - £2.35.

The Halley's Comet Cocktail Special Race. This is the contest to find a half-way decent cocktail recipe to celebrate the arrival of the mysterious half-way visible meringue in the sky. Take the juice of half a lemon, half a jigger of rum, half a spoonful of sugar and half of anything else you feel like. Half mix, and half imbibe.

The Watney's Red Barrel Race. Every year the old-established firm of Watney's has to guess where most British holidaymakers are going this year - then rush a supply of its traditional keg beer out there before they arrive. Sometimes it's Spain or Greece, and other years it's Greece or Spain, but either way it's a race against time because, as they say at Watney's, a British holidaymaker forced to drink the local brew is like a fish out of water. "When a Brit flies out from Gatwick airport," says a spokesman, "he wants to find somewhere the other end exactly the same as Gatwick airport, only warmer."



P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

PAY PRESSURES

It was good to see the Chancellor of the Exchequer playing so confidently before the House of Commons this week. His Autumn Statement was presented with a skill that, until very recently would have been remarkable in itself. Its clarity successfully matched its political purpose.

There are just two big dangers of such political confidence. The first is that the Chancellor may begin to believe that his record is better than it is: on the so-called "firm control over public spending" let it be assumed that he is not, in fact, so deceived. The second is that Mr Lawson may take his eye off the ball if he loses sight for a moment of the Government's central task of curbing inflation he truly runs the risk of losing everything.

The Chancellor's predictions were, of course, encouraging - a third successive year of growth at about 3 per cent and inflation down to under 4 per cent by the middle of next year. But the lower inflation owes more to strong sterling and reduced raw material costs than to real restraint by the working population. Beyond the much-analysed minutiae of the Autumn Statement still lies the dull simple truth that Britons get too much pay for too little work.

Over the past decade in Japan the cost of labour per unit of output actually fell; in the USA and West Germany it rose just slightly. In Britain it more than tripled. In recent years there

have been productivity improvements in many parts of British industry. But the increases in productivity give no grounds for complacency. Consequently the Chancellor's much-vaunted new growth will not be the smooth, well-balanced creature that ministers like to parade and stroke. Instead it is likely to turn out to be a lumpy unbalanced beast whose different limbs - investment, exports and domestic consumption - grow at alarmingly different rates.

Mr Lawson virtually admitted as much in his speech. Where wages rise faster than prices, no one should be surprised if weakened competitiveness for home-produced products is the result.

Is there anything that a government can, or should, do about this? It is clear that the devaluation strategy of the House of Lords Committee and the CBI is no answer. The country experienced more than a decade of failure through weakening its currency against the force of domestic inflation. West Germany did the opposite and prospered for its pains. It would be wrong too to bring back the practice of publishing pay targets. They were never hit and merely brought the Government's legitimate interest in productivity into disrepute.

The Government's relations with the private sector - especially through the CBI - have recently become rather raucous - not to say desperate.

After every NEDC meeting, and often in between, CBI Director General Sir Terence Beckett attacks the Chancellor's high interest and exchange rates; Mr Lawson in turn, if less regularly, hits back at industry's pay boom. The Chancellor can hardly find these exchanges very congenial. The CBI would probably do less harm to its cause if it made more use of quiet lobbying behind the scenes and less use of the public battleground. Some of its recent demands for lower interest rates have actually inhibited the Chancellor from acting in the way that it wished.

The newly politicized Mr Lawson should not however ease up on his exhortations. The CBI is currently lobbying its members to make pay settlements this year 2 per cent below last year's levels. It is important that Sir Terence's members deliver and the Government should lose no opportunity to tell them so.

In the public sector the Government can claim a certain success in controlling pay, though again not as great a success as has been achieved by some of its competitors. Future prospects here look less happy, however. The stern tone of Treasury statements since 1979 was part of an overall campaign by the Government to reduce the inflationary wage expectations of its employees. It is vital that Mr Lawson shows that however the style may have changed the substance, in this respect at least, remains as strong.

WHO OWNS THE TSB ?

Lord Davidson's judgement that the Trustee Savings Bank in Scotland belongs to its depositors may be rather more than a hiccup in the smooth progress of the Government's plans. It made its preparations for the flotation of TSB on the basis of legal advice that the bank belongs to no one or to itself, which apparently amounts to the same thing. Neither the Government nor the depositors having anything to sell, the proceeds of the sale would accrue to the bank which would then have distributed ownership of its assets and enlarged its capital.

There is to be an appeal to the Inner House of the Court of Session, thence to the House of Lords, and if the ruling there is against the depositors they will almost certainly invoke the judicial procedures of the European Convention on Human Rights, for there is a political head of steam behind this challenge in Scotland.

Meanwhile TSB says it will press on with preparations for the flotation, which has its place in the queue in February, and the minister says he will not urge it to do so. Should the flotation take place and the final judicial determination afterwards be that the bank belonged to its depositors when it was sold, the flotation would not be invalidated nor would the title of the new shareholders be unsafe, since both are secured by a

special Act of Parliament passed earlier this year.

A final judgement in the depositors' favour would however make that Act of Parliament a confiscatory measure. What the law then declared to have been the property of the depositors would have been taken from them without leave and without compensation. Even though it was windfall property in a sense, no government, least of all a Conservative government, could stand convicted of confiscatory legislation without making restitution, at a figure in this case of some £800 million which is the order of value of the bank's assets likely at the time of sale. Nor could the bank, which will have the proceeds of the sale, be ordered to compensate the depositors, for that would be to cheat the new shareholders with a fraudulent prospectus. The Government would have to pay, leaving itself minus £800 million on an asset sale.

It would not be prudent for the Government to forge ahead confident of ultimate vindication in the courts. The manning several ministers have had recently from the judges does not argue for the infallibility of the legal advice at their disposal. The privatization programme is spinning along nicely at the moment. It is not the time to run the risk of a fiasco.

It is conceivable that the

House of Lords may have spoken before the day (the point of no return) when TSB assets must be vested in a new public company if the timetable is to be observed. If it has not spoken by then, the Government should be prepared to wait, inconvenient as that would be for those managing the sale.

It would be more difficult to decide what to do if, say, both the appeal court and the Lords held against the depositors and the prospect was of two or three years' waiting for the uncertain outcome of Strasbourg jurisprudence. Rulings of the European Court of Human Rights do not have direct effect here, as do those of our own courts of law. They are binding only in as much as signatories of the convention have a treaty obligation to give effect to them.

It would be irregular but defensible for the Government at that stage to declare that, since the point at issue is a technical one of interpretation of British law, not one of conflict between British law and the convention on human rights, they regard the matter as settled by the highest court in the land and would disregard any ruling to the contrary from Strasbourg. It would be a risky line to adopt, calling for fairly sophisticated packaging by a "law and order" government, but there would be many to applaud it.

could do so anyway, without the WEU infrastructure to support them. But the organization does legitimate a six-monthly rendezvous which could still come to have a beneficial impact upon the Western alliance.

There is also the advantage, of course, that the WEU meetings involve foreign and defence ministers together. How long the seven will continue to send their senior ministers is another imponderable, but once they start substituting juniors it might be said that last year's initiative is running out of steam.

The pattern of activity for the WEU ministerials now seems to be established on a twice-yearly basis, the spring session being relatively formal with a structured agenda for discussion. The autumn meeting like the Rome one today is of the Schloss Gymnich type (so called after an EEC foreign ministers' meeting in the place of that name several years ago) at which the emphasis is on informal exchange upon current issues. This sounds likely to prove the more useful.

The WEU can provide only the matrix in which the seven Western European powers can come together. Their success in putting together anything worthwhile rests upon more fundamental issues. But WEU still has some potential and for the moment deserves continuing encouragement.

Conservatives under-represented. All the more surprising that the present Government is ignoring the support for reform on its own benches.

Yours sincerely,
DAVID AUSTICK,
Executive Chairman,
The Electoral Reform Society,
6 Chancery Street, SE1,
November 11.

Electoral inequality

From the Executive Chairman of the Electoral Reform Society
Sir, You recently reported (November 7) the result of the 60 council by-elections during October, in which the Conservatives suffered a loss in seats of nearly 45 per cent, from 27 to 15 seats.

inequality of the result from the point of view of those who voted, which the following table shows:

	Votes	%	Seats	%
Cons	29,739	35.7	15	25.0
Alliance	29,154	35.0	23	38.3
Labour	21,816	26.2	19	31.7
Others	2,688	3.2	3	5.0

So once again we see the Labour Party over-represented and the

LETTERS TO THE EDITOR

Case for disposing of family silver

From Mr John Sproat

Sir, Lord Stockton said in his recent speech (report, November 9) that privatization was like selling the family silver. In my experience, he is wholly wrong.

Even if the Government were to give away shares in the nationalized industries, so that the Treasury received no income from the act of privatization - something I certainly do not advocate - even in those circumstances the net gain of the British economy would be enormous, because the transition to the private sector would result in any or all of the following benefits (depending on the nationalized industry):

The removal of the need for substantial subsidies and grants and financial fudge, financial advantages sometimes appearing as an open writing-off of debt, sometimes masquerading as public dividend capital, sometimes as ultimate Government guarantees ensuring preferential borrowing rates.

The consequent removal of a wide spectrum of market distortions. The removal of the costly and time-consuming need for nationalized industry executives to explain, justify and tinker with corporate plans and actions for the benefit of Civil Servants and ministers.

The removal of the costly and time-consuming need for Civil Servants and ministers to set and monitor performance criteria and financial targets for the nationalized industries.

The removal of the need for Civil Servants in one department to second-guess the thinking of their sponsored nationalized industry, and then for Treasury officials to second-guess those second-guessing department officials - with all the consequent loss of confidence and responsibility and initiative that such activities by officials induce in nationalized industry management.

The removal of the pervasive distortion of the market, with consequent damage to any private sector competition, by the favoured treatment on many levels which Government departments give to their nationalized industries. The removal of monopolistic or quasi-monopolistic benefits enjoyed by nationalized industries, with all that means in poor accountability to the consumer.

The removal of, in practice, preferential right of access to Civil Servants and ministers by sponsored nationalized industries, and therefore the ability unduly to influence the formation of relevant policies often to the detriment of private sector competitors.

The restoration to erstwhile nationalized industry managers of the right and the ability to manage without bureaucratic or political interference.

The opportunity for the promotion of wider share-ownership, including wider employee share-ownership (a vast area of potential benefit on its own).

The restoration of the financial disciplines of the market, in matters great and small as a small example, current, nationalized industries cannot even fix board salaries without Treasury approval.

The restoration of healthy competition, and the new compulsion imposed, admittedly in varying degrees, upon erstwhile nationalized industries to respect the primacy of the consumer.

All these liberating benefits to the British economy, and others which lack of space does not allow me to list, can flow from privatization, above and beyond any cash the Government may raise from the sale.

In the case of Lord Stockton's silver, the only benefit is the cash raised from the sale.

It is comprehensively and distressingly false, therefore, for Lord Stockton to compare the two actions.

Yours faithfully,
JAN SPROAT,
11 St James's Square, SW1,
November 12.

From Mr C. Raeburn
Sir, It is a sound business principle to distinguish between capital and revenue expenditure and receipts. It seems to be a weakness of Government finance that it does not do so.

Selling capital assets is not necessarily wrong if the capital so released is better employed in other ways. What is wrong is to sell capital assets to finance continuing revenue expenditures or relieve revenue taxation.

Yours sincerely,
C. RAEBURN,
Lower House Farm,
Norton Lindsey,
Warwick,
November 11.

From Mr H. R. Wynne-Griffith
Sir, What is to happen when there are no more State assets to sell, income from North Sea oil is beginning to decline and there is little manufacturing industry left?

Yours faithfully,
H. R. WYNNE-GRIFFITH,
3 Dulwich Wood Avenue, SE19,
November 12.

From the Reverend John Ticehurst
Sir, Mr Langton (November 11) writes of the "truly hideous wire scape" that disfigures so many of our villages. How right he is.

Perhaps with the electricity boards grooming themselves for privatization now is the time for them to be pushed to bury the offending wires.

At the same time all our villages are made grotesque by another piece of official blottery: garish yellow lines, single or double, griffined all around every view of every bit of Britain's heritage.

Could we ask that the wires are being buried, the lines are removed as well? They cannot be necessary - other countries manage without them. They are a permanent affront to the eye.

Yours faithfully,
JOHN TICEHURST,
The Manse,
Franklyn Avenue,
Braunton,
North Devon,
November 12.

From Group Captain P. W. Johnson
Sir, It is to be hoped that the ultimate result of the "ineptitude and poor salesmanship" which Mr Alistair Horne (November 9) implies are behind the Plessey failure will be comparable to that ultimately obtained in the "endeavour to equip the infant Luftwaffe with British aircraft" which he has chosen as a parallel.

As the British civil aviation representative in Germany at the time, I was in close touch with the supervisory board of Luftwaffe and their technical and operational directors and advisers. In the first stages of rebuilding the airline, which had been in abeyance for fifteen years these extremely competent gentlemen were naturally cautious.

well-meaning outsiders from doing so. The same ill-considered good intentions would still pave the way to the extermination of an industry which has the plant, the commitment and the spirit to achieve its own salvation.

As for the Kirk's touching faith, that demand will pick up with economic recovery, the International Iron and Steel Institute are unanimous in taking the contrary view and in any case BSC's forward planning is based on highly optimistic assessments of market growth.

The second-hand incantations of political activists will not offer the workers of Gartcosh a future. It is significant that BSC Industries has created more jobs in Gartcosh than there were employees when the now defunct steel mill was fully operational.

Let us hope that BSC's offer of £725,000 for job creation at Gartcosh will help the workforce and Scotland to meet the challenges of the nineties with or without the support of the Church and Nation Committee of the Church of Scotland.

Yours faithfully,
M. B. FORSYTH,
House of Commons.

Developments in Isle of Dogs

From Mr Kenneth Bagnall, QC

Sir, As one who has taken part in planning inquiries both large and small for the last 35 years, may I say how pleased I am that the Secretary of State does not intend to call in the present proposals to develop at Canary Wharf, Isle of Dogs (report, November 13).

The bitter experience of those of us who have participated in the planning process over this period of time is that the lengthy public planning inquiry system is probably the single largest cause of this country's economic decline in the post-war years.

Mr Nigel Mobbs, the Chairman of Slough Estates Limited, some long time ago conducted a review of the procedures necessary to start factories in the United Kingdom, in Europe and in Canada.

He came to the conclusion that if an English and a German manufacturer at the same time conceived of the same process, in each case requiring the building and fitting-out of a factory, then the German manufacturer would have built and fitted out his factory and commenced production in the same length of time as it had taken the Englishman to obtain planning permission.

Most of us in the planning world welcomed the concept of enterprise zones where the planning process could be much speeded up.

It seems that many people living in the south-east of England, and in London in particular, are completely unaware of the huge disadvantages created by three and a half million people being unemployed.

We are now faced with the prospect of a consortium of American banks prepared to give of their substance in an area of East London which has consistently been underprivileged and deprived; giving up in despair and leaving the United Kingdom to stew in its own juice because they cannot face the prospect of a two or three-year delay which is implicit in the public inquiry system into a project of this nature.

Those demanding a public inquiry seem happily unaware or unconcerned that the Americans have no need to come to this country; that they can choose anywhere in the world in which to trade; and that the opportunities which have been created by the setting up of an enterprise zone will be immediately thwarted if the long-winded planning process of a public inquiry takes place on this occasion.

I am, Sir, yours faithfully,
KENNETH BAGNALL,
11 King's Bench Walk,
Temple, EC4,
November 13.

Windbags in the House

From Dr Z. A. Pelczynski

Sir, The news that written speeches are creeping into the House of Commons (report, November 10) would have surprised and distressed G. W. F. Hegel. In a commentary on the proceedings of the estates assembly in his native Württemberg, published in 1817, he appealed to the English practice as follows: "It is a law, and rightly so, in the English Parliament that the reading of written papers is not allowed. The reason is partly that such a paper can easily be the work of another, but mainly because the whole nature of such an assembly is thereby altered. Essentially the people are the audience of parliaments. How can they be interested in, and profit by, paper proceedings and pedantic discussions of the kind [current in Württemberg]?"

Yours faithfully,
Z. A. PELCZYNSKI,
Pembroke College,
Oxford,
November 10.

They had by no means a bottomless purse and their requirement for a long-distance aircraft was for a small number of versatile machines. Particularly, they had to be able to operate the prestige New York route with a good load at all seasons and also to be able to take off from high aerodromes with full load.

In fact, the Comet III, fine innovative aircraft as it was, had no hope of meeting the full Luftwaffe requirement. Nor was the airline in the least likely to embark on the risky business of operating the new and relatively untried jets before they had built up a basis of general operating experience. There was neither money nor inclination to embark on two long-distance types with all the personnel and training problems involved.

One wonders whether the "young foreign correspondent" who was covering the period remembers that shortly after this, Luftwaffe placed their order for Viscounts together with training of aircrew and servicing staff. This order was negotiated by basically the same team as was involved with the Comet.

Yours faithfully,
P. W. JOHNSON,
Middle Corner Cottage,
Hempdon,
Hempdon,
Oxford,
November 11.

End of the road

From the Reverend C. C. S. Neill

Sir, In recent travels about the country I have noticed that roadworks are becoming carriage-way repairs. I wonder whether the perpetrators of this portentous appellation are aware that it is cumbersome, ugly, pretentious and unnecessarily long - in fact, entirely apt.

Let them give us back our roadworks and call a spade a spade.

Yours faithfully,
CHARLES NEILL,
34 Oakthorpe Road,
Oxford,
November 4.

ON THIS DAY

NOVEMBER 14 1854

The historic episode during the battle of Balaklava on October 25 described by The Times greatest foreign correspondent, William Howard Russell.

THE CHARGE OF THE LIGHT BRIGADE

And now occurred the melancholy catastrophe which filled all with sorrow. It appears that the Quartermaster-General, Brigadier Airey, thinking that the Light Cavalry had not gone far enough in front when the enemy's horse had fled, gave an order in writing to Captain Nolan, 15th Hussars, to lead the "advance" his cavalry nearer to the enemy. A brave soldier than Captain Nolan the army did not possess. . . . A matchless horseman and a first-rate swordsman, he held in contempt, if not in awe, even grape and canister. He rode off with his orders to Lord Lucan. He is now dead and gone. God forbid I should cast a shade on the brightness of his honour, but I am bound to state what I am told occurred when he reached his Lordship. I should premise that as the Russian cavalry retired, their infantry fell back towards the head of the valley, leaving men in three of the redoubts they had taken, and abandoning the fourth. They had also placed some guns on the heights over their position, on the left of the gorge. Their cavalry joined the reserves, and drew up in six solid divisions in an oblique line, across the entrance to the gorge. Six battalions of infantry were placed behind them, and about 30 guns were drawn up along their line, while masses of infantry were also collected on the hills behind the redoubts on our right. Our cavalry had moved up to the ridge across the valley, on our left, as the ground was broken in front and had halted in the order I have already mentioned. When Lord Lucan received the order from Captain Nolan and had read it, he asked, we are told, "Where are we to advance to?" Captain Nolan pointed with his finger to the line of the Russian guns, and said, "There are the enemy, and there are the guns, sir, before them; it is your duty to take them," or words to that effect, according to the statements made since his death. Lord Lucan, with reluctance, gave the order to Lord Cardigan, to advance upon the guns, conceiving that his cavalry would be able to take the noble Earl, though he did not shrink, also saw the fearful odds against him. Don Quixote in his tilt against the windmill was not near so rash and reckless as the gallant fellows who prepared without a thought to rush on almost certain death. . . . At 11.10 our Light Cavalry Brigade rode to the front.

The whole brigade scarcely made one effective regiment, according to the numbers of continental armies; and yet it was more than we could spare. As they passed towards the front, the Russians opened on them from the guns in the redoubt on the right, with volleys of musketry and rifles. They swept proudly past, glittering in the morning sun in all the pride and splendour of war. We could scarcely believe the evidence of our senses! Surely that handful of men are not going to charge an army in position? Alas! it was but too true - their desperate valour knew no bounds, and far from being deterred by the odds, they called better part - discretion. They advanced in two lines, quickening their pace as they closed towards the enemy. A more fearful spectacle was never witnessed than by those who, without the power to aid, beheld their heroic countrymen rushing to the arms of death. At the distance of 200 yards the whole line of the enemy belched forth, from 30 iron mouths, a flood of smoke and flame, through which hissed the deadly balls. Their flight was marked by instant gaps in our ranks, by dead men and horses, by steeds flying round and round as they sought the plain. The first line is broken, it is joined by the second, they never halt or check their speed an instant; with diminished ranks, thinned by those 30 guns, which the Russians had laid with the most deadly accuracy, with a halo of flashing steel above their heads, and with a ceaseless shower of bullets and shells, they flew into the smoke of the batteries, but ere they were lost from view the plain was strewn with their bodies and with the carcasses of horses. They were exposed to an oblique fire from the batteries on the hills on both sides, as well as to a direct fire of musketry from the clouds of smoke we could see their shrouds flashing as they rode up to the guns and dashed between them, cutting down the gunners as they stood. We saw them riding through the guns, as I have said; to our delight we saw them returning, after breaking through a column of Russian infantry, and scattering them like chaff, when the flank fire of the battery on the hill swept them down, scattered and broken as they were. Wounded men and dismounted troopers flying towards us told the sad tale of their desperate charge. . . . What we had failed to do. . . . The other regiments turned and engaged in a desperate encounter. With courage too great almost for credence, they were breaking their way through the columns which enveloped them, when there took place an act of atrocious without parallel in the modern warfare of civilized nations. The Russian gunners, when the storm of cavalry passed, returned to their guns. They saw their own cavalry mingled with the troopers who had just ridden over the Russian guns, and to the eternal disgrace of the Russian name, they shot a column of murderous volley of grape and canister on the mass of struggling men and horses, mingling friend and foe in one common ruin. It was as much as our Heavy Cavalry Brigade could do to cover the retreat of the miserable remnants of that band of heroes as they returned to the place they had so lately quitted in all the pride of life. At 11.35 not a British soldier, except the dead and the dying, was left in front of these bloody Muscovite guns. Our loss, as far as it could be ascertained, in killed, wounded, and missing at 2 o'clock today, was as follows:-

	Went into Action	Returned from Action	Lost
4th Light Dragoons	118	38	79
8th Light Dragoons	104	38	66
11th Hussars	110	23	87
13th Hussars	130	61	69
17th Lancers	145	35	110
	607	195	409

The organization's bias has been toward young people of Afro-Caribbean extraction who

**The proof is success
in placing students**

Central to Fullemploy's policy is that the belief that black people are under-qualified and not suitable for work is a product of discrimination - the success in placing former students in jobs and their ability

About 50 per cent of the income comes from the Manpower Services Commission, which in addition pays training

Councils' wariness soon disappears

its expansion at a time when changes in the Government's policies on vocational training are leading to greater competition for funds.

number of training centres since the inception of the first. Lambeth in 1979 means that by the end of the year there will be 12 directly run by Fullempp and another three associated.

is trying to help "while they usually articulate people about running their own lives and in some cases have been running their own families".

of English, literacy and numeracy, general office practice and the ability to handle small flows.

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But rudimentary places equal importance on personal development issues such as timekeeping, temperament, attitude to employers and interview techniques. There is intensive training, using video, to help the young people prepare themselves for interviews and each course also contains a four-week period of work experience when the trainees put into practice the theory of the training centre.

David Felton

Further developments in the

Continued on next page

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NatWest Bank
has been pleased to support
Project Fullemploy
since 1979 and we intend to
continue doing so in the future.



Graham Bann

The pull of street credibility

Continued from previous page

trainees find jobs in areas such as basic receptionist work, and as telephonists or VDU operators and some centres have a higher success rate, with Lambeth leading the way with a 94 per cent placement rate.

"No company has ceased to support because what sells Fullemplay is the course members. If I can get a company to visit one of our centres for an hour, meeting course members,

then they are usually hooked. You have to be pretty hard-bitten not to respond to the enthusiasm in the centres and the willingness to work," said Mr Bann.

Fullemplay has only established centres in cities where there has been an original approach from the local authority and all are in inner city areas with a high ethnic minority population. Before any project is launched the organization makes sure that it will

win the support of all sections of the local community.

Increasingly, Fullemplay is seeking to involve the community in the management of projects. "At times there is resentment about Fullemplay going into an area because we can be perceived as outsiders with a lot of resources, but once we have achieved the first couple of courses our credibility is established," Mr Bann said.

The average number on each course is 30 and, with as many as 150 applications for places, selection is a time-consuming business sometimes lasting six weeks with each applicant having two interviews. In the first session the organization looks for a degree of motivation for work and a basic standard of numeracy and literacy, and the second interview, a much tougher affair, sets out to find the kind of student who can cope with an intensive training programme.

Those chosen tend to be people who in addition to suffering poorer job opportunities because of their ethnic origins also have had other impediments placed in their path, whether trying to bring up a child or being in trouble with the police.

Moving emphasis away from the South-East

"We actively support applications from young people who have had skirmishes with the law because we know it is often not part of a long-term intention on their part to be different from the norm," said Mr Bann.

Tutors at the centres are often taken from the minority groups and may be unemployed.

Mr Bann said there are plans to diversify the areas of training undertaken to take in sectors such as hotel and catering and move the emphasis away from the South-East, something that is already under way with new centres opening in Manchester and Bradford within the next few weeks. In addition there is a continual drive to increase the numbers on the courses.

A greater level of co-operation with further and higher education institutions may follow an experiment at the Hackney centre called Access Plus, where course members have started a four-year business studies course at the Polytechnic of North London. Discussions have been taking place with other colleges to broaden the base of subjects offered and Fullemplay has links with the London College of Distributive Trades.

DF

Skills that replace boredom

Tarlochan Ruprai, 17, whose parents were born in the West Indies of Indian extraction, was out of work for a year after she left school.

It was awful being on the dole, it was so boring," she says, "but the course has been good. I've really enjoyed it."

Miss Ruprai was relatively well qualified when she left school. Many have no qualifications at all. She has CSEs in mathematics, English literature, English language, biology and French, with an O level in needlework.

Like all other trainees on the course, at a building in the centre of Birmingham, Miss Ruprai learns personal communication techniques and office skills such as filing, photo-copying and typing.

She has been on the course for 16 weeks, due to finish next summer, and would like a job in a small business.

Fiona Latchman started Project Fullemplay's clerical and office skills course in Birmingham five weeks ago.



Three hopefuls: from left, Marie Green, Tariiochan Ruprai, Fiona Latchman

When she left school she became a waitress at a hamburger restaurant in the centre of the city. Subsequently she took a diploma course in Business Studies at Handsworth technical college, during which time she worked as a cashier to help her finances.

An application to join the Royal Air Force was recently

turned down on medical grounds, but Miss Latchman, aged 17, is thinking of reapplying in January.

Marie Green has just left school and is waiting for her examination results. Meanwhile, she has joined the Project Fullemplay course in office skills in Birmingham where she is taught a whole range of

subjects, including personal development in which the techniques of communication are considered to be highly important. Miss Green, 17, tried CSEs in English, mathematics, geography, history and arts. English and mathematics are her favourite subjects and will clearly be crucial to her success as an office worker.

The drive against discrimination

The backdrop to the work done by Project Fullemplay is a social and employment environment in which, according to recent surveys, black people encounter widespread discrimination that can be either deliberate or coincidental.

Problems facing young black men and women are often more severe than those of their elders. The Department of Employment's Labour Force Survey showed that 16 to 24 year-olds of Afro-Caribbean extraction suffer an unemployment rate of 38 per cent, compared with 18 per cent for their white counterparts. Asian men fare better but there is still an unemployment "gap" of 7 per cent with whites.

Asian women in the same age group experience the highest unemployment rate with 30 per cent jobless and 28 per cent Afro-Caribbeans out of work compared with 16 per cent for white women. According to the Commission for Racial Equality's annual report there are other handicaps facing young blacks, not least the inability of those who have educational qualifications to get work. The commission reported that the unemployment rate among young whites with 'O' levels was 9 per cent, 18 per cent for Asians and 25 per cent for West Indians.

The discrimination extends to the type of work that blacks are offered and their levels of pay. The CRE found that West Indians earned on average £20 a week less than white workers and for Asians the wages

difference was £18 a week. Pointing to the fact that the discrimination is not always deliberate, the commission's report said: "If a firm recruits by word of mouth and if the existing workforce is white, black applicants are likely to be excluded."

The drive for equal opportunities in the private employment sector, particularly in those white collar areas where Project Fullemplay is active, has shown some encouraging developments and the CRE has approached 30 of the largest employers to present and explain its code of practice aimed at eliminating racial discrimination and promoting equality of opportunity in

'Growing awareness' among employers

employment. A central plank of the code is the need for ethnic monitoring.

However, the best response came from the commercial, financial and retail sectors, notably banking where several companies including Barclays and Midland have appointed full-time managers responsible for equal opportunities. There was a growing awareness among major employers of the need to offer equal opportunities and managements now accepted that equality policies could not be effective without ethnic monitoring.

Statistics in the Policy Studies Institute's publication,

Black and White Britain, The Third PSI Survey, which is the most comprehensive of recent studies of the minority population's position in society, argues that top of the lack of employment opportunities, blacks have "distinctly worse jobs than white people".

Black men are more likely to be doing manual work with unsocial shifts for lower pay. There has been little change since the PSI's last survey, in 1974, and the lower level of jobs cannot be explained away by differences in geographical distribution or qualifications. The institute reports that since 1974 the overall gap between black and white workers has closed slightly but much of the change can be attributed to the fact that many blacks in the poorest jobs have become unemployed.

A further PSI study published in September found that 17 years after the introduction of the Race Relations Act at least 30 per cent of employers discriminated against blacks. Research among companies in London, Birmingham and Manchester last year and this concluded that acts of discrimination were usually invisible, with victims invariably receiving a polite refusal to their job application. The study suggested that there would be little deterrent until a greater number of employers are investigated by the Commission for Racial Equality.

Several studies point to the fact that the ethnic minority

population has failed to weather the recession to the same degree as whites. Some areas of the country which have fared worst have been the subject of much research. Bradford, where Fullemplay is about to open a new centre catering largely for Muslim women, is a city that has often come under the microscope.

A joint study of Bradford and Sheffield, published by Sheffield City Polytechnic's department of education services, found that nine months after the end of education in the fifth form, a significant number of youngsters were still on the Manpower Services Commission's Youth Training Scheme. But after 18 months when the schemes had ended for most

Three factors affect black population

people there was a sharp rise in unemployment. Forty-seven per cent of white young people and 73 per cent of blacks in Sheffield were unemployed.

The report identified that three factors differently affected the black population in the two cities.

"There is more unemployment in the black population, there are more young people in the black population and at a time of economic recession unemployment rises at a faster rate for the black population compared to the white. The job situation for black young people is very serious," it said.

DF

TATE + LYLE

Creating jobs in our inner cities is a vital task. Fullemplay is training people to fill this objective and we are pleased to be able to provide our wholehearted support to the Project.

Tate & Lyle

Sugar Quay, Lower Thames Street, London EC3R 6DQ.

BACK IN 1977, WE ANSWERED A CRY FOR HELP.

In 1977, unemployment stood at 1,200,000.

That may not sound very much by today's standards, but it was enough to worry a lot of people then. (Especially if you were one of the 1,200,000 out of work.)

So when Project Fullemplay first asked commercial companies for help, Barclays was among the

first to respond. Since then, over 70% of the people who enrolled have found jobs, whether they were black, white or without any qualifications.

All they needed to start was some motivation.

And we'll carry on helping as long as young people find themselves on the scrapheap.



BARCLAYS



Project Fullemplay we've proved its value!

Imperial Brewing & Leisure Limited loudly applaud the advent of Project Fullemplay as one of the most effective ways of helping young people establish themselves in the employment market.

Initial training not only provides them with knowledge and skills but also imparts vital working ethics, such as punctuality, attendance and the need to have responsibility for one's actions.

All important qualities at the beginning of working life. Trainees at Imperial Brewing & Leisure Limited who are eager to fulfil a worthwhile function - even though at trainee level - benefit from a well rounded experience.

Project Fullemplay staff maintain contact with us throughout placement and provide invaluable advice.

And at the end of the day, the trainees we've offered permanent jobs to have always proved satisfactory employees.

What more could we say to convince you of our enthusiasm for Project Fullemplay?

Try it.

IBLL

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PROJECT FULLEMPLOY TRAINING FOR THE FUTURE

102, Park Village East London NW1 3SP

Project Fullemplay welcomes the support of a wide range of organisations which have not been able to advertise here. They include government departments, metropolitan and local authorities, non-statutory and community-based organisations. Our work would not be possible without them, and their support is reflected in the successes of Fullemplay course members.

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A worthy investment

In the year to March 1985, Project Fullemplay maintained a 71% placement rate of its course members, 81% of whom were of minority ethnic origin, into permanent jobs or further training.

We believe those figures represent a good return on the investment which Project Fullemplay is making on behalf of us all in the future of this country.

The radical philosophy

The arrival earlier this year at Project Fullemploy of a new chief executive, Linbert Spencer, is likely to herald an important shift in the organization's policy with more resources being devoted to attacking racial discrimination in the labour market.

Fullemploy should take on a more significant role as a consultant to industry and commerce, to advise companies how to properly implement equal opportunities and positive action programmes, Mr Spencer believes. The organization should also play a bigger part in the ethnic communities by encouraging self-help minority groups.

Mr Spencer was born in Jamaica and came to Fullemploy after a varied career in community relations ending as a community relations officer with Greater Manchester council where his prime responsibility was monitoring and seeking to improve police-public relations. He is expected to bring to the organization a more radical approach to the problems of discrimination.

He says that Fullemploy has now "come of age" and should no longer concentrate solely on finding ways of helping young blacks to improve themselves so that they are more suitable for employment. "I think the perception today is as much to do with testing out the demands of employers, legitimate or otherwise. The view that I bring into the organization is that it is not legitimate for us simply to be concerned with one side of the equation."

He sets the organization as becoming more involved in trying to change attitudes in the business community by offering its expertise to companies on a commercial consultancy basis. That role needs to be just one part of a programme of action that he believes the Government could launch, which would require little additional spending, to close the employment "gap" between the black and white populations.

He says: "We are very concerned that the effect of racial discrimination on members of the minority ethnic communities continues to be severe and can and does impact on employment and other economic opportunities. Our experience shows that the subsequent lack of access to opportunities, although influenced by factors such as class and geographical location, is also caused in part by racial discrimination."

While the training offered by



Linbert Spencer: 'Now we shall try to change attitudes'

Fullemploy is "manifestly" effective as judged by the high proportion of former trainees who are able to find a job, the organization could make a greater contribution to what he describes as the one area of social policy where a fundamental change is achievable. The employment gap, he reckons, is around 10 per cent and with a black community of around one million available for work 100,000 jobs need to be created for the ethnic minorities to bring the unemployment level down to that experienced by the white population.

Work needs to be done with

'They must also have seats on the board'

both the business and black communities if a change in attitudes is to lead to more jobs for blacks. Mr Spencer argues that for employers to become properly aware of what an equal opportunities policy means they must be prepared to accept that black people ought to be able to take seats on the board as well as having access to jobs at the lower end of the market.

Employers discriminate against blacks and in some cases can be racist perhaps without realizing it. Project Fullemploy, in a consultancy role would go into a company and offer advice on how the management can implement equal opportunities policies and already three large companies have expressed an

interest in taking advantage of Fullemploy's expertise.

"Many private sector companies have equal opportunities policies but almost as many have been unsuccessful in getting anywhere near the level of effectiveness that they require from other aspects of their policy-making," Mr Spencer says.

A change of priority with companies monitoring the progress of an equal opportunities programme with the same vigour as they would follow the progress of a business plan is essential, he believes, and they should also set a time-scale for achieving clearly defined objectives.

But working alongside industry and commerce is only one part of the job. Fullemploy will also be offering its consultancy service to local authorities where Mr Spencer says there is unequal representation of blacks in jobs that have traditionally been in the white domain. The Greater London Council may have created several hundred jobs for ethnic minorities, but mainstream local government employment remains overwhelmingly white.

Mr Spencer also questions the policies of the public services and emergency services where blacks can work as porters for British Rail while there are few black policemen; where the minority communities are well represented in hospitals but not the fire

'Extra resources will be needed'

Mr Spencer will tell Fullemploy's annual meeting later this month that the move to work alongside the business and minority communities needs to be done without reducing the quality or impact of the organization training programme, and will require additional resources. Recommending "growth, development and diversification", Mr Spencer says that progress will be governed by how quickly the organization can raise the necessary finance but "there are no plans or proposals being made which are considered to be unrealistic or out of reach in terms of potential income."

DF



A carpenter builds it up

Tony O'Brien, above right, left school in 1976 with no qualifications. Now, with a partner who has also just left the Fullemploy business skills course in West Bromwich, he has set up a carpentry business.

Mr O'Brien, 24, learned his joinery skills in a Manpower Services Commission Employment Rehabilitation Centre and decided he wanted to work for himself.

"The course has definitely been useful," he says. "We learned all the different aspects of running a business such as marketing, book-keeping, law and finance."

Mr O'Brien has received a £2,000 grant from a trust, £1,500 of which he has spent on machinery and £500 on a second-hand van. "It's not really enough to start a business properly, but you can never have enough," he says.

The first year after leaving school, he worked in a butcher's shop, but was forced to give up the job after being badly injured in a motorcycle accident.

The former butcher's boy started working for himself making pine furniture. But with the aid of the course he has diversified. The partners now hope to add a timber yard to their enterprise when they have built up enough capital.

Anthony McFarlane, above left, has encountered the age-old chicken and egg problem. He finds that banks won't lend money for business ventures to borrowers without capital. "But I've got to start my business before I can raise capital. And in order to start the business, I've got to have a loan."

Mr McFarlane, 22, whose parents were born in the West Indies, says the banks have taken the wind out of his sales, "but I'm not giving up."

The Fullemploy course in West Bromwich which he has just finished has taught him skills required to set up a design agency, such as book-keeping and marketing.

How the cash is raised

Grants from the Manpower Services Commission, the Government's jobs agency, account for almost half Project Fullemploy's budget with the remainder of its income last year of £1.3 million coming from companies, Whitehall and other public bodies.

The MSC provided £779,000 to Fullemploy last year and paid training allowances of at least £38 a week to most of the young people who attended the training centres. The assistance was largely given under the commission's Adult Training Strategy which became fully effective in July and is aimed at offering training to 250,000 people of whom about half will be unemployed.

Fullemploy's projects represent a small but significant part of the MSC's expenditure and is welcomed by the commission which believes that the organization can sometimes attract youngsters who would be put off taking a training course by the MSC's undesired "big

brother" image. The training centres offer a personalized service and involvement for the community which the MSC applauds.

The MSC is also involved through its Voluntary Projects Programme in five Fullemploy centres where training is not so structured and courses offered are not full-time. The chief project is the Clerkenwell workshops in central London where up to 40 young people each week pass through seeking to acquire basic business skills. There is a similar project in the St Paul's district of Bristol, which was set up following the inner city riots in 1981.

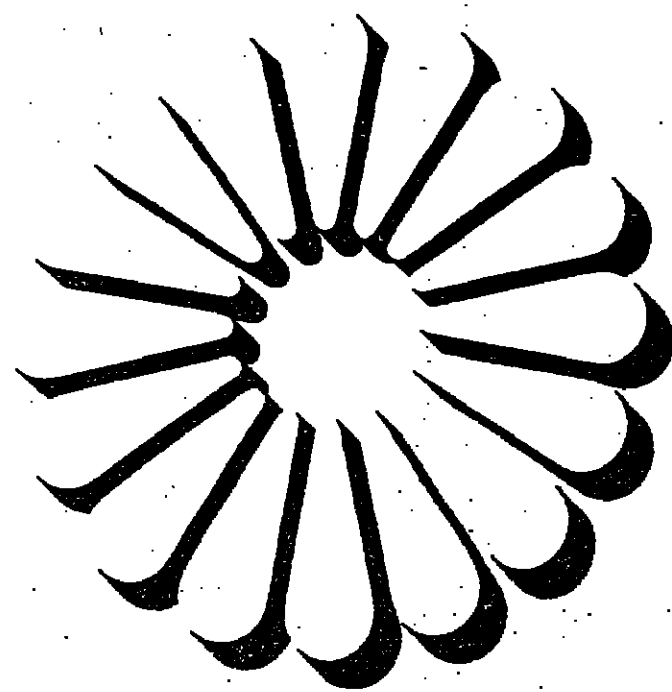
Tony Potter, of the MSC's voluntary programme said the Fullemploy projects were regarded as a "stepping stone" toward further training or the move into self-employment. As many of the tutors at the voluntary centres as possible are recruited from the unemployment register and from the black community.

Partnership in training

Stewart Wrightson has worked in partnership with Fullemploy since its foundation assisting with its direction and promotion, and providing premises. Now Stewart Wrightson looks forward to an even closer involvement with the new Access Plus Programme in 1986.

Training and development of staff have the highest priority in Stewart Wrightson. We seek to recruit and retain staff of quality and to aid them in the development of their professional and personal skills. We participate fully in the Youth Training Scheme. We are co-operating with the Open-Tech Unit of the Manpower Services Commission in the design of embedded computer-based training methods.

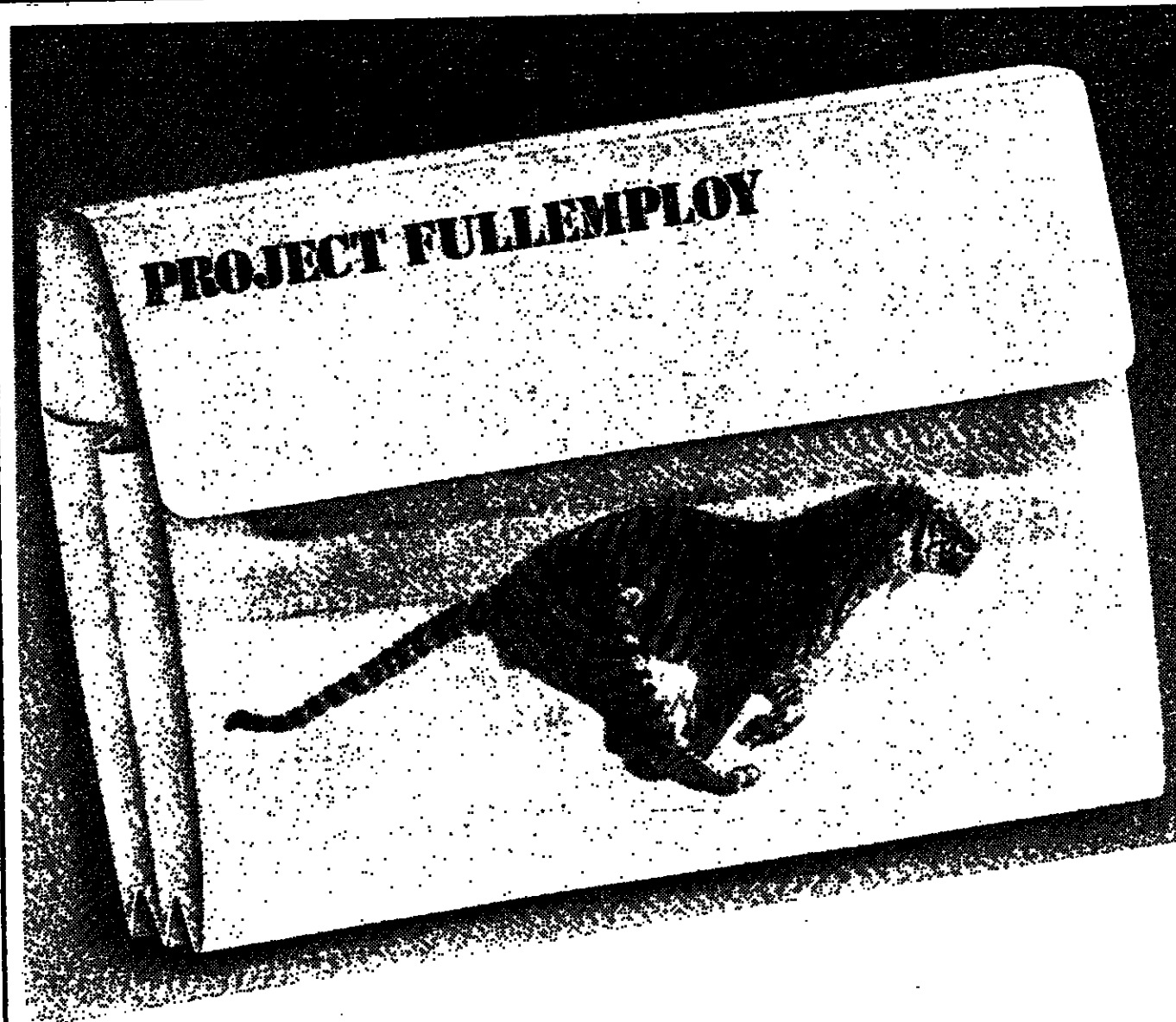
We co-operate with universities and colleges by providing practical work experience for students to complement their academic study.



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Esso have been pleased to support Project Fullemploy over a number of years. We applaud its many achievements throughout the U.K., particularly in Bristol where we have recently become involved in a scheme training young people to start up their own business.

We wish Project Fullemploy continued success in helping Britain's young unemployed to help themselves.



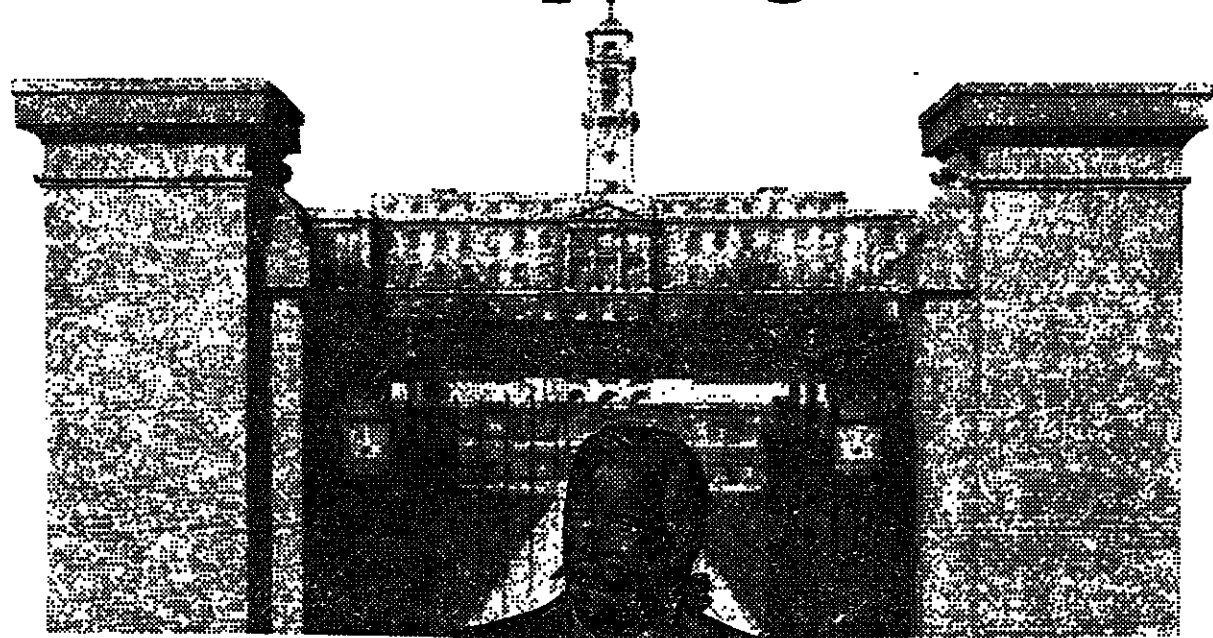
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with Project Fullemploy, which trains those who have difficulty in obtaining employment, was assured.

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The bust of Jesse Boot, outside the University of Nottingham



The Boots Company PLC
Nottingham NG2 3AA

PROJECT FULLEMPLOY/4

(SPECIAL REPORT)



When 26-year-old Christopher Hall, above, left school at 16 he had two CSEs. He is now in the second year of a degree course in business studies at North London Polytechnic.

In between, he joined the RAF where he became a State-Enrolled Nurse. He left and completed a further course of studies to become a State-Registered Nurse – but as he was completing the second medical qualification, he felt that his interests lay elsewhere.

High degree of expertise

He applied for a place on a degree course in business studies, but was told that he would need A levels. And this is where Project Fullemploy's AccessPlus programme came in useful.

The course is designed to prepare prospective students for academic courses for which they do not hold the formal qualifications. "It brings you up to standard in English and maths,



and so on", says Mr Hall. "There was no rigid structure and it concentrates on the academic weaknesses of individuals."

Mr Hall, who was born in the Midlands of Jamaican parents, will get commercial experience as part of his degree course at 31s, an investment company set up by the four major banks and the Bank of England.

Chris Smith, above right,

left Middlesex Polytechnic with a graphics degree, and started his Fullemploy course in March after working for two large greetings card manufacturers. He negotiated a bank loan of £2,000 to finance his time on the scheme, which he says was particularly helpful in advising on sales techniques, marketing, book-keeping, premises and costs.

His range of prints have been exhibited in large London stores, and are now being sold on hand-printed tee-shirts.

Northern hope for the jobless

A training centre in Manchester is the latest step in Project Fullemploy's expansion of its training network and is an indication of the organisation's desire to reduce its present bias towards London and the south east.

The Manchester centre is in the process of opening its doors and an examination of the feasibility study commissioned before the decision to go ahead was taken gives an insight into the complex issues that need to be tackled in the rundown inner-city areas of the country.

Fullemploy was approached in the summer of 1983 by the Moss Side Careers Service to discuss establishing a centre in the area and after agreement in principle a feasibility study was commissioned to be financed jointly by the Manchester City and Greater Manchester County Councils. The study first examined training provisions in the areas of high ethnic minority populations at Moss Side and adjoining areas of Longsight, Hulme, Ardwick, Rusholme, Whalley Range and Fallowfield.

Sections of these areas had been the focus of serious disturbances during the inner city riots in 1981 and the study revealed "disturbingly high" levels of unemployment among black people. In July last year the total black unemployment rate in the Moss Side Jobcentre area was 40.8 per cent and among men it rose to 51.7 per cent. The 24.7 per cent of black women registered as unemployed was not a true reflection of a much higher real figure, the report said.

The high unemployment in the area coincided with general social disadvantage in terms of poor housing and environmental facilities, high levels of single parent families and low levels of mobility because of the population's reliance on public transport. The ethnic minority population in Manchester is 33,944 out of a total of 430,431 representing 7.8 per cent, which was twice the Greater Manchester county average.

Training young people is ever important

The hardest hit group among blacks, the feasibility study found, was the 19-24 year olds which in Moss Side represented 33.47 per cent of the total, and 22.4 per cent had been without a job for more than two years. The employment background in Manchester was stark with 19,000 jobs having been lost in manufacturing in between 1981-83. When the study was being undertaken there were 1,775 notified vacancies to employment offices and Jobcentres in the city, at a time when the number of recorded unemployed stood at 43,716.

Because of the scarcity of work, training for young people became even more important. The Manpower Services Commission's Training Opportunities Scheme (TOPS), which has since given way to the Adult Training Strategy, attracted interest, but, because of difficulties over lack of necessary entry qualifications for TOPS, out of 1,500 enquiries dealt with at the Moss Side Jobcentre in a year only 300 would not wait until a course became available and of the remaining 500 who made an application, 300 were accepted.

Training was seen by the report as helping disadvantaged blacks by increasing their competitiveness in a limited

jobs market and providing a realistic alternative via self employment. It was found that employment was more buoyant in the clerical and related fields.

Provisions for young blacks to set themselves up in business were restricted because existing facilities were aimed at people whose ability levels and basic life and social skills were higher. "It is obvious that there are substantial numbers of unemployed people interested in creating their own employment opportunities via self employment and, with regard to the ethnic minority population in

Community reaction has been encouraging

particular, recent research has shown that there are substantial numbers with trade and craft skills," the report stated.

The next step in the feasibility study, having confirmed the urgent need for fresh training facilities in the area, was to gauge the level of support for a Fullemploy centre from the local community, business and public authorities. Two community meetings were held from which the consensus emerged for a need to train the black unemployed.

Some fears were expressed that an emphasis on self employment might lead to

further "marginalisation" of the black community.

Community reaction was generally positive although some warnings were sounded about the need to maintain venues of communication with the various groups in the future and the study reported that the response of the business community was equally encouraging. Several employers, including the Co-Operative Wholesale Society, Royal Insurance, National Westminster Bank, ICI, the Tandy Corporation and Kellogg, agreed to join the centre's board of management and new technology equipment was offered by Tandy and ICI. The MSC and the two main local authorities were also keen on the project.

The study then proposed that the centre should operate two kinds of courses, one to prepare blacks for employment and the other to give the trainees a grounding in electronic skills.

Outlining the training course for self employment, the study recommended that it should help young people attain a level of self discipline and motivation, put them in touch with information and sources of useful advice and assist in the development of existing skills to a marketable level.

Only those with a practical skill suitable for self employment and who had a measure of

independence and determination should join the course, the study said, and pointed to a range of activities such as dressmaking, woodwork, sign writing and gardening that represented the most successful areas for self employment.

The electronic skills course would provide basic keyboard and word processing training to familiarise trainees with basic elements of information technology. This would help them and prepare the young people to survive in the jobs market.

The criteria to be used for

Electronic skills will help them survive

selection would be an inability to benefit from existing training or educational provision or the person's inability to get a job because of social, economic or educational disadvantage. The age group chosen was the 19-25 year olds.

The end result is that the Manchester centre opens its doors to trainees on December 2. It has been sited in the city centre, away from Moss Side because of the psychological problems raised in the report but not too far away to make it difficult for the young people to make the daily journey.

DF

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More important still, we also run our own Youth Training Scheme. This year, it's been expanded to offer keen youngsters from depressed areas computer based training.

Hardly surprising then that we at Whitbread are in full accord with Project Fullemploy.

Or, vice versa, that they're in full accord with us.

WHITBREAD

مكتبة النهر

(SPECIAL REPORT)

PROJECT FULLEMPLOY/5

The gentle touch of the business community

In an era of high unemployment, businessmen are increasingly expected to show that they are not simply uncaring robots programmed to make profits.

The Government believes that the Nanny State should play a much smaller role in society and that the community should be encouraged to look after itself - and in particular to encourage and care for those unable to look after themselves.

The community in this sense also includes the world of commerce and industry. But why should organizations whose *raison d'être* is to make money, decide they should indulge in "good work" such as Project Fullemploy?

Why should key staff, scarce cash and valuable time be provided free of charge? Part of the answer is that businessmen

can be charitable, or as meat-minded as anyone else.

There are also hard-nosed reasons for engaging in community work, such as the public relations value to be derived from it - though there are far more cost-effective ways of improving corporate image. And any business cash poured in is tax-deductible.

The main reason seems to be that companies increasingly see themselves as part of the community.

Many companies have chosen Fullemploy because it is concentrated specifically on those young people who need the most help. Some also strongly believe that the staff they second to administer and

teach on the courses derive as much benefit from the experience as the trainees.

Julian Smith, director of external affairs at W. H. Smith, the stationery, newsagent and book chain, says: "There is a definite spin-off to the companies who become involved. We think it gives our staff valuable experience."

W. H. Smith provides staff who are young enough to relate to trainees, but old enough to employ a degree of maturity in the work. Most personnel are therefore in their late 20's and early 30's.

The group got involved in the project in 1978 when the Fullemploy team began to interest themselves, not only in promoting office skills, but also teaching the art of retailing, and has taken on a number of course graduates.

Marks & Spencer became involved in 1979 and has provided a considerable number of its retailing staff as tutors.

David Davis, a Marks & Spencer executive, says: "Project Fullemploy motivates, provides training and job opportunities for the most disadvantaged and alienated young people... and it has achieved good results."

Mr Kenneth Marriott, pensions and personnel director at Cadbury Schweppes, agrees. "Before we got involved, we had a close look at the project and it didn't take us long to appreciate the value and effectiveness of the training."

Mr Marriott is keen his company's involvement in such social programmes should not have a "scatter gun effect".

Cadbury Schweppes has concentrated on two projects in

Birmingham and Bristol, where it has been a large employer for many years. The company has also supported the Business in the Community organization and the Prince's Trust which provides grants for the creation of self-employment. In each case the scope of the programme overlaps with Project Fullemploy.

ICI, Britain's largest industrial company, joined this project partly because its head office at London's Millbank is on the doorstep of deprived inner city areas.

Tony Bloxham, personnel manager for ICI headquarters staff, points out that the number of employees has been reduced at the Millbank office from 1,500 to 500 because of essential cutbacks and that it

Many are taken on permanently

was "right that we should become involved."

The group provides staff for the project at both Lambeth and Hackney, together with material and financial help. Trainees gain work experience at Millbank and some of them have been taken on permanently.

The huge Prudential Assurance company has shown its commitment by appointing Bruce Russell as a social responsibility executive. Prudential's involvement has come about through the keen interest of ex-Home Secretary Lord Carr, a former chairman of the company.

The Camden Project is only five minutes walk from the Pru's office and a member of its staff is about to be seconded there as part of its long-standing link with Fullemploy.

Other members of the financial community, such as Barclays and Stewart Wrightson, were in at the beginning of Project Fullemploy. The unit trust investment group, Save & Prosper is, with the help of Julia Schofield consultants, launching a computer-based training programme.

The idea for the development sprang from a conversation between Graham Bann, general manager of Fullemploy, and John Shelley the director of the Save & Prosper Education Trust. The company has put up a special project grant of £25,000 over and above the regular financial support towards normal running costs.

The Institute of Directors has recently decided to back its political polemic with practical help for the project. And Tim Devlin, head of public relations, is hoping to draw up a scheme in which youngsters "shadow" businessmen for a period to find out how they operate.

Barrie Clement



Debra McKay trained for two years at a display college but was unable to find work as a window dresser afterwards. She decided to start her own fancy dress hire business, and joined the Clerkenwell Fullemploy course. "Not only did the course explain how to start a business," says Debra, "but it teaches how to succeed once the start-up has been achieved."

To publicise her business, Only Make Believe, she intends to tour wine bars and help promote fancy dress nights, one of the promotional ideas she learned on the course, together with how to deal with professional people such as bank managers.

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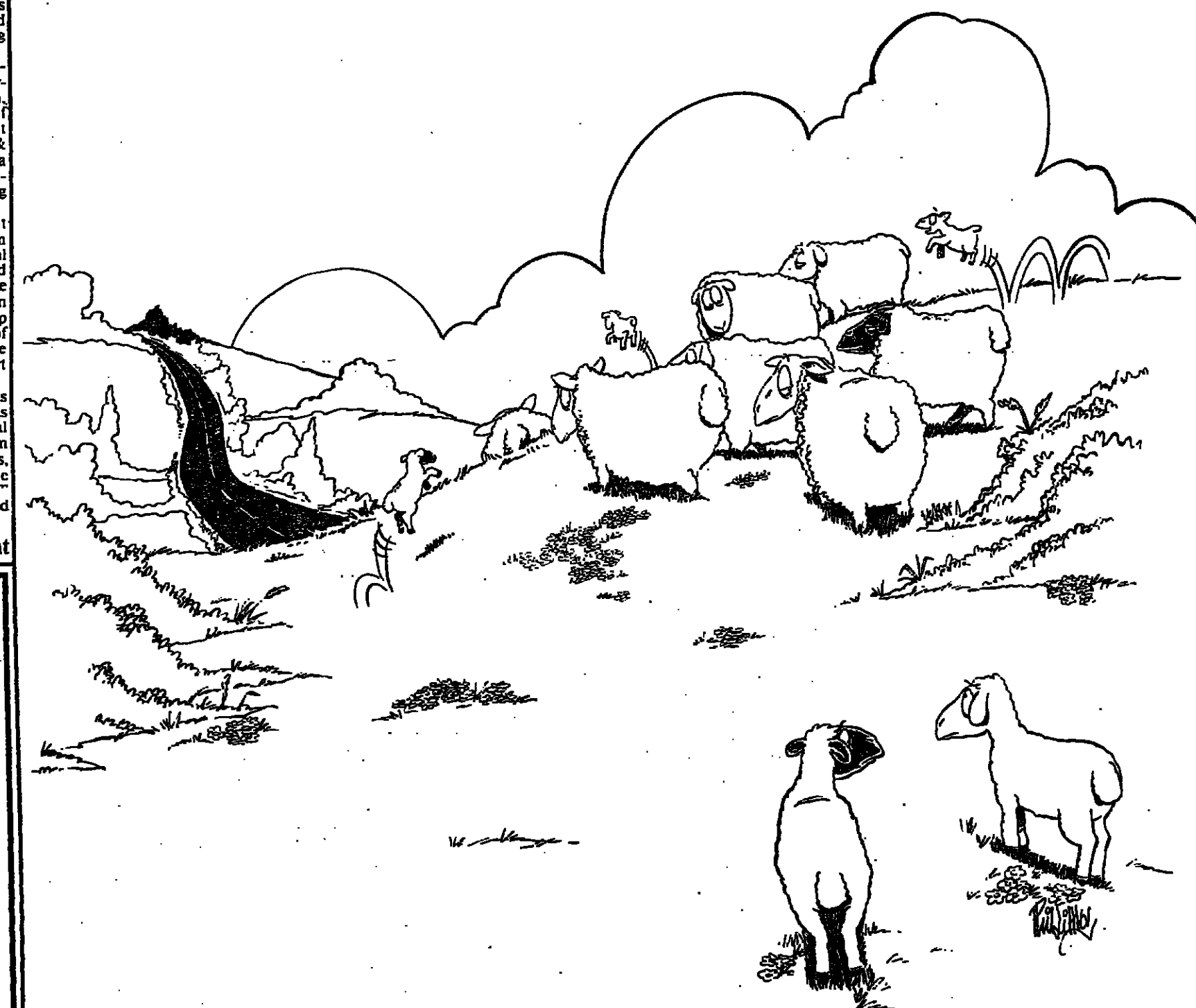
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SOCIAL CONCERN- A NEW CHALLENGE.

At United Biscuits we meet many challenges.

A business cannot isolate itself from the communities in which it operates. We serve the best interests of our employees, our customers and our shareholders by playing an active part in initiatives designed to stimulate growth and create greater prosperity.

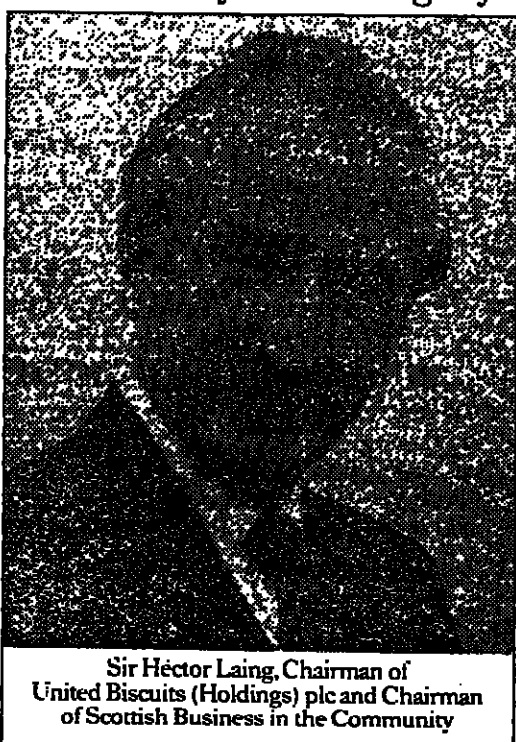
United Biscuits is helping with advisory services for small businesses, the seedbeds of future jobs, and we are participating in projects to alleviate the problems of inner-city decay and to overcome long-term youth unemployment.

In addition to financial support, we encourage our staff throughout the UK to get involved with local projects which benefit the areas in which our employees live and work.

It is the United Biscuits policy to second one manager to community projects for every 2,000 employees. We now have thirteen managers on full-time secondment to such initiatives as the Youth Business Initiative of the Prince's and Royal Jubilee Trusts and Project Trident, including four who are working with local Enterprise Agencies in Brent, Leicester, Liverpool and London (LEntA).

United Biscuits has established 150 training places for the Youth Training Scheme, and administers five managing agencies.

We support Project Fullemploy in England and Work Wise in Glasgow with funds and personnel who help train disadvantaged youngsters in inner city areas.



Sir Hector Laing, Chairman of
United Biscuits (Holdings) plc and Chairman
of Scottish Business in the Community

Community Involvement Teams at our factories and other units have raised funds for seven projects this year to help their local communities and the Company has matched their figures with an equal contribution.

Sir Hector Laing, Chairman of United Biscuits, said recently: "I believe the business sector has a responsibility to give to society more than it has in the past. Companies should be encouraged to evalu-

ate their current commitments, set increasing targets, and publicise their community activities. The more companies which are prepared to stand up and be counted on their interest and involvement, the better for our communities and for society as a whole. We cannot confine ourselves to our offices or factories: the challenge to us all is to play a fuller more creative part in the life of the nation."

That is a challenge we at UNITED BISCUITS accept.

**UB United Biscuits
(UK) Limited**

PROJECT FULLEMPLOY/6

(SPECIAL REPORT)



Fashioning a career

Yvonne Nazareth (left) and Christina Walsh graduated from the London College of Fashion after a four year management studies course and started making garments for party plan sales.

In addition to their weekly £40 Enterprise allowance, they negotiated a loan of £2,000 from the Youth Enterprise Scheme. The lessons learned on the Fullemploy course have enabled them to achieve in six months what would have taken 18.

They have prepared a comprehensive summer collection for 1986 and aim to sell to independent stores through their company, Nazareth Walsh Designs.

Lance Hewitt has been working as an upholsterer for more than six months, since finishing his Fullemploy course at Clerkenwell. He was awarded £1,000 from the Prince's trust at the conclusion of the course which enabled him to establish his business in North London.

He found the major problem faced by most small businesses, that of underpricing, was one of the most important lessons he learned.

A challenge facing a mixed nation

The black point of view

During the rebuilding of post-war Britain, black people were recruited, in particular, from the Caribbean. The availability of jobs encouraged large numbers of immigrants. Twenty years ago that immigration had slowed to a trickle as a result of restrictive immigration policies. But black people have also come from the African and Asian continents.

Today, we are faced with the growing problem of a nation, once the proud head of a multi-ethnic, multi-cultural empire, failing to accept a racial mixture where black citizens are a visible minority rather than the "natives" of far-off places. This historical perspective is vital for a true understanding of the black point of view in Britain.

Blacks have been here for more than 400 years, and when they fought and died in the wars, they did so as British citizens. Their descendants are increasingly embittered at being described as immigrants or West Indians, and the assumption that they can be hired off from their rightful place in society by being lumped together as the Black Community may be politically expedient, but fails to address socio-economic needs.

The initiative being undertaken by Project Fullemploy brings the matter into full focus. Linbert Spencer has been astute enough to recognise the futility of maintaining a training priority without addressing job opportunities.

Over 80 per cent of its trainees since 1982 have been black, and total placements run at about 77 per cent during that period. But with office and retail categories taking most of those placements, realism demands far higher priorities in other areas.

Gus Williams, executive director of Accafess in Birmingham, is totally committed to the job development of black Britons. Accafess grew out of a growing need to address problems encountered by black people, starting from the establishment of meeting places in the fifties, when pubs and clubs actively discouraged black people.

By the mid-seventies, they

were addressing social problems and helping to establish better relations between police and young blacks, including raising of police awareness to the needs for better training. But their greatest challenge came with the industrial decline of the Midlands in the late seventies. Poor representation by the unions meant unskilled and semi-skilled blacks, even with many years service, were laid off rather than retrained.

Loss of jobs obviously reduced work prospects for youngsters leaving school, and

Cultural groups present positive images

the cumulative effect on black families was heightened by the unemployment spiral which is affecting the whole country. Accafess started vocational training programmes, using skilled black elders as tutors for the growing numbers of unemployed youngsters, and they now run classes in catering, clothing manufacture, graphics and printing, electronics and business studies.

In addition, the cultural and arts group is used to highlight excellence and present positive black images to a society which predominantly receives negative images of black people. Accafess is one example of positive black response.

Black self-help groups like Accafess abound throughout the country, providing job-related training, life-skills, motivation and inspiration. These groups have emerged because of establishment blinkers, since it has been politically easier to see them as "ethnic minorities" whatever that may mean, rather than as part of a nation of immigrants.

Black weekly papers established in Britain since the sixties represent the consensus of the Black Community. The *African*, *Asian*, and *Caribbean Times* are three papers published by Hansib Publishing. Managing director Arif Ali said: "What we need in Britain today is a fair, constructive deal that will give

our youngsters a chance of better education, our people better job opportunities, and a look at the abysmal housing and social conditions that black people have to tolerate. Like every other citizen we pay rates and taxes, so we are not asking for special consideration, just equal opportunities like everybody else."

Val McCalla of *The Voice* says: "There are obvious signs that there are black entrepreneurs wanting to start business, but initial mistrust of finance institutions has still got to be overcome. The myth of black people being poor managers has to be dispelled, and although there will be failures, as happens in any enterprise, people should be encouraged as much as possible."

Caudley George of *West Indian World* welcomes the Fullemploy initiative. "I think any effort, from any area, is to be positively encouraged and we should encourage black business people to participate in schemes for the growth of training and to provide role models for young entrepreneurs. I think black businesses will develop more rapidly if we share common experiences and make strong efforts to broaden our outlook outside the so-called ethnic markets."

Mr Williams of Accafess uses the mixture of his Midlands

experience and visits to Africa and the United States. "We need several initiatives rather than one, however laudable that one may be. We need contract compliance and contract contract procurement as policy rather than debate topics. The Government should set up a development fund, using the Bank of England to prod the major banks into line, and that fund should be administered by competent black people, even if it means going abroad to recruit."

The vested interests will obviously try to undermine such schemes, so we will need legislative protection like a Bill of Rights.

'Schemes will need legislative protection'

Linbert Spencer is trying to move Project Fullemploy into areas like business development and job creation consultancies for the public and private sectors. No mention of "black" there, except for the implied intention of getting establishment recognition for the racially disadvantaged. Lord Scarman also had a lot to say on this subject after Brixton 1981, but black people have shown that they have stopped waiting meekly in hope.

Syd Burke

The author is a black journalist and presenter of LBC's *Race and Peas* programme.

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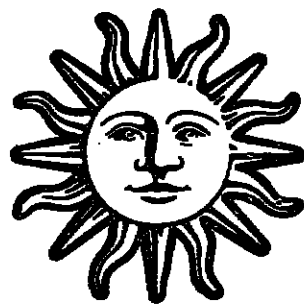
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THE ARTS

Television

Richard Denton talks to Nicholas Shakespeare about the filming of a new series in Russia



Richard Denton, skilled at circumventing bureaucracy

Comrades in arms

"These three letters," bristled Radio Vladivostok on August 2, "have become almost synonymous with militant anti-communism." The three letters in question are those of the BBC, which this Sunday begins a series which might change all that. Called *Comrades*, it contains 12 portraits of Russian men and women, including a Siberian squirrel hunter, a female judge from Moldavia and a banned jazz musician from Leningrad.

Not content with bringing the lives of ordinary Russians from under the bed and into the drawing-room, the BBC is also transmitting two further programmes devoted to what ordinary Russians see on their screens. Both projects are absorbing eye-openers. With them, as even Radio Vladivostok admits, "the shoots of truth are pushing their way through the poisonous accretion of lies".

The man responsible for *Comrades* is a tousled, 38-year-old maverick called Richard Denton. Denton, who also produced *Radley and Kingswood*, was apparently chosen because executives thought his experience of combating the BBC's bureaucracy made him ideally placed to take on the entire Soviet system. "He won't take No for an answer," said one, implying that if he could not get through the front door he would try the lavatory window.

As Denton himself puts it, the aim was not to give a complete picture with dissidents et al but to complete a picture.

Together with his Russian speaking assistants, Alan Bookbinder and Olivia Lichtenstein, he entered into elaborate discussions with Soviet Television, emphasising their wish to retain editorial control, their need to choose their subjects themselves and above all the fact that there could be no rigid plan.

"We would film as it happened and when Russian

television suffers from a bureaucratic illness. We would turn up on location and the local crew would give us a four-page plan of what we'd asked for. They have no culture of documentary film-making. 'Well, what do you want to film?' the fixer would ask. We'd say, 'Well, what do you want to happen?' Denton amiably grins his teeth.

Throwing the plan out of the window was pivotal. We said we wanted twelve different stories. The thrust to each would be narrative, not commentary. If you give us this and that, we argued, the less commentary we'll need. In the end they bent over backwards not to have to say 'No'. In fact, he grins impishly, "never before has a Western film crew had such freedom in the Soviet Union".

Denton remembers, for instance, when he finally got access to a boy joining up for his national service in Volgograd. "Soviet TV didn't think we would get permission. We sat for two days in a hotel waiting for the Ministry of Defence go-ahead. Then this officer appeared from the barracks in a state of terror. Was the Ministry of Defence out of its skull? He'd had orders to allow a BBC film crew into his barracks! Once told to let us in, though, they treated us right royally, and got us very drunk".

The search for the right interviewees and their filming took 21 months and 10 trips from Leningrad and Lvov to Samarkand. "One of the features of *Comrades* was how well we got to know them. For the profile of a Siberian hunter, Denton and his crew spent 10 days in a fifteen by twelve foot hut. At the start of the previous season he had found a bear in it. The nearest big town was 1,000 miles away and the temperature outside was minus 40. Dogs only let three paws on the ground."

Only one profile caused trouble, that of a jazz musician called Sergei. "He didn't officially exist as a musician. For 18 months we requested permission but the only way we could film was by taking a VHS camera as a tourist. Olivia met him under a statue and took it from there." (One of the more incredible sequences is of Sergei in a US Marines T-shirt conducting a jazz band that consists of players and teachers from the Moscow Conservatoire, whose instruments are scrap iron from the street.)

What exactly is shown on Soviet television is the stuff of two programmes produced by Terry Doyle, the first of which goes out next Thursday on BBC2.

Despite obvious differences, it is the similarities which are more striking. The day starts like ours with red goddesses doing their rhythmic gymnastics. There are soap operas, spy thrillers like *Tass is authorised to declare*... in which the US Ambassador (looking remarkably like our own grey depictions of his Russian counterpart) is hauled over the coals for imperialist interference in Africa. And above all there is the arts coverage.

Ironically what prevented Denton from including an actor in *Comrades* was the worry the BBC would balk at three cultural subjects. What both Doyle and he learnt is that you may walk a tightrope when dealing with the Russians but in dealing with them you create one for yourself at home. Having spent two years persuading the Russians his last series was not intended to be anti-government, Doyle had then to combat the right-wing press here and questions in the House. Denton went a stage further. He married an actress he met on location. She had no trouble at all. "The only trouble was with my employers - but I argued it was the fastest way for me to learn a language".

Last night's UK television

Pulling birds in pubs, doorbells ringing just before *colours* so that it becomes truly interruptus, and men running into rooms without their trousers, are still the stuff of comedy in some quarters. Notably *Fall House* (Thames). This series has a middle-class couple sharing their (one) possum heavily mortgaged house with a work-moragued housewife and last night's episode revolved around a female test of male fidelity

which naturally backfired. The astonishing unlikelihood of the plot was only matched by the poverty of the humour. The Performers struggled manfully but often tried so hard they tipped into hysteria. It was like an anodyne seaside postcard with all the life and charm taken out.

Much, much better was *Girls on Top* (Central) about four girls sharing a flat in Chelsea. The premise does not sound very promising but the realization worked superbly because the characters were so completely plausible, one passed beyond simply laughing at them to sympathizing and even feeling sorry for them, dreadful though they were.

One quibble though: pacing. Relentless high-powered energy, popularized in this country by the Comic Strip where Saunders and French, two of the performers in *Girls on Top* cut their teeth, is almost as exhausting to watch as it must be to perform.

Last night also saw Arthurian myth wrung for laughs. The National Theatre of Brent in *Mighty Moments from History: Arthur* (Channel 4) tackled it in their usual shock-string manner. Some of the jokes were funny but the basic situation - the suave Desmond Olivier Pringle constantly having to leave character to deal with his fellow actor, the useless Bernard - became boring within minutes. Two-handed comedy needs more exaggerated characters than these performers gave us to sustain interest.

A much better reworking of the Arthurian was *Alias the Jester* (Thames) a new cartoon series for children with the voice of Richard Briers as Alias. The animation was not Disney (but then what is?), the setting up of the narrative was somewhat cumbersome, but the mix of Celtic and Sci-Fi will intrigue viewers of all ages, Richard Briers was excellent.

Carlo Gebler

Moses und Aron
Liceu, Barcelona

Barcelona has a secure if perhaps marginal place in the world geography of modern music. It was there that Berg's *Violin Concerto* had its first performance, not long before the outbreak of the Civil War. And a few years earlier, in the winter of 1931-2, Schoenberg spent several months in the city, writing among other things much of the second act of *Moses und Aron*. Now the opera has been brought back to the site of its partial birth, and the Gran Teatre del Liceu has opened its 1985-6 season this month with four performances that were the first in Spain.

Despite the association, this is possibly not an opera that the Liceu feel they will want to present often, and so it made good sense to import a production from elsewhere, though the choice of Hans Neugebauer's staging from Cologne was unfortunate.

This production takes place inside a large cube, with strip lighting around the top. The cast are all dressed in mustard grey, and dimly, yellowish lit: the effect is that of looking at an over-exposed photograph in a darkened room. It is a sombre, leaden view. These are modern people, beached in a great playground from which most of the toys have been cleared away. Aaron is allowed a couple of tricks, but there is no room for biblical awe.

More deeply wrong is the notion of providing us with an image of Moses's god in the form of a rectangle shone onto the gauze which remains in front of the action throughout. As a symbol of the divine, this seems a good deal less imaginative even than the wretched calf, and of course the whole point about Moses's intuition is that his god is unbounded.

It is a little ironic that such things should be happening in the city where Schoenberg noted down many of his ideas for the production of his work: of course many of those ideas would be exceedingly difficult to put into practice, and of course they need not be regarded as the tables of the law, but nor do they have to be ignored, particularly if the result is a production of such blurred vision.

In other respects, though, the performance was the milestone it should have been. Conducted by Uwe Mund, the orchestra and the chorus of the Liceu provided a startling vindication of *Moses* as music of the theatre, music of vital ideas which spring into strength when they are brought into contact with people on stage: the dialogues between Moses and Aaron, for instance, were powerfully impelled by the colourful, highly energized and very beautiful orchestral playing.

The only criticism could be that the orchestra was generally too quiet, especially in comparison with the chorus, who made

Opera

Sombre staging for music of vitality



Wolfgang Neumann as Aaron, Franz Mazura as Moses

a marvellously full-bodied noise and sang with much conviction. But perhaps this is an acoustic feature of what is one of Europe's most splendid opera houses, a horseshoe amphitheatre of openness married with intimacy, magnificence with civility.

None of the soloists encountered any problems in being

heard. Like the production, they were mostly imported: Franz Mazura's heavy cloud-coloured *Sprechgesang* conveyed the strength of Moses and also the desperate mixture of certainty with certainty of inadequacy, and Wolfgang Neumann's Aaron was plausibly charming (even though the charm was spoiled a little by wobbliness).

yet stabilized by his own convictions.

No doubt *Moses und Aron* will remain a rare piece, but Barcelona has alerted one again to the need for a new production in this country. 20 years after Hall and Solli at Covent Garden.

Paul Griffiths

The Sloane Ranger
Revue

Duchess

With their parochialism, ignorance and philistinism, the upper-middle-class denizens of south-west London whom *Harpers and Queen* has dubbed Sloane Rangers much resemble other sections of English society, with their curious tribal dress and bizarre speech patterns, however, they form a class unto themselves.

As is duly recorded in the programme notes by Ann Barr (the magazine's erstwhile features editor who commissioned Peter York to write the original article) "Everyone knew what they looked like, but 'Nobody wanted to know what these people thought'. For the catchy appellation we have to thank the then sub-editor Tina Margits: for the flood of lapel-measuring trivia since devoted to this and comparable social categories, we have to thank those self-appointed keepers of

Bread rolls and shooting-sticks

the anthropological zoo, the apes of Tom Wolfe.

"Style watching" is by its nature a witless, unthinking pursuit (there is how certain people dress, speak and behave, and there is an end to it) and this revue, devised by Ned Sherrin and Neil Shand and written by them and fifteen others, is a largely witless entertainment. Humour abounds, of course - humour in the sense of temperament, of recognizable traits to be applauded or derided as the audience sees fit.

What is lacking is the merest shadow of an organizing principle where there is no personal perspective, there can be no personal response: how much more rewarding this show would be if it consisted of a march-past of real Sloanes being pelted with real bread rolls.

The problem with mining such a narrow stratum over the



Jan Ravens as Caroline, The Alternative Comedian

course of more than thirty scenes is that all manner of extraneous stuff has to be shoe-horned in to keep the seam from collapsing. Thus we get not only the obvious, end-of-

term type of skit, such as the Sloane Hymn at the Sloane Wedding and, later, the Sloane Eulogy at the Sloane Funeral, but also the Sloane Rap, the Sloane Alternative Comedian

and a psychiatric consultation entitled Freudian Sloane. Why not Sloane in Space or Dr Jekyll and Mr Sloane?

Three sketches hint at what might have been: The Art of Course Finishing, in which Jan Ravens (familiar as the voice of Princess Diana in *Spitting Images*) explains how she perfected her accent by training with a crushingly heavy book balanced on her head; A Piece of Cake which has Faye Brown bringing her squashed diphthongs to bear on the drug problem (okay, you see) and on rock groups such as The Railing Suines; and He's A Hooray, a delicious Chiffons parody sung by three pink-clad dolls with outrageous blonde beehives, in one of which Royce Mills builds a nest of champagne coupes.

The rest of it - the Barbours and Burberys, the obsession with nannies and cists, the tapestry sign of The Admiral Codrington - may safely be consigned to the dustbin of social history.

Martin Cropper

Jazz
PhysicalFreddie Hubbard
Ronnie Scott's

There is usually something explicitly combative about a jazz trumpeter, and none exemplifies the phenomenon more vividly than Freddie Hubbard, whose competitive instinct is probably sharpened by the knowledge that in the early Sixties he was not far from being the son of prodigy that Wynton Marsalis is today.

For Hubbard, playing the trumpet is a very physical business, suggestive of weight-training, punch-bags and jogging shoes. Watching him at work and noting the variety of physical gestures that signal his exertion, it is easy to forget what a marvellously sensitive musician he can be in the right circumstances.

The Freddie Hubbard who appears on such historic sessions as Ornette Coleman's *Free Jazz*, Oliver Nelson's *The Blues and the Abstract Truth*, Herbie Hancock's *Empyrean*, and John Coltrane's *Ascension* is recognizably the man to be heard this week on Frith Street, where, in hints and spurts, his playing is still that of a marvellous boy, fuelled by an impetuosity that is utterly charming.

Fleeting and jabbing past the familiar defences of his own "Birdlike" and "Thermo", Clare Fischer's "Pensativa" and Erroll Garner's "Misty" on the opening night, however, he ignored the higher logic of which he is capable, seeming happy to use his blinding double-time runs and catalogues of patented trills to create a more superficial impression. The cadenzas with which he introduced and closed "Misty" were nothing more than showing off.

His new quintet serves him well, particularly the perceptive young pianist, Mark Templeton. Kenny Garrett, who plays alto saxophone and flute, sounded a little stiff but brings an unusual piping tone to bear on the saxophone and sometimes starts his solos with a series of laconic behind-the-beat phrases that make a telling contrast with Hubbard's unflagging urgency. Like their leader, though, the group would benefit from a more adventurous choice of material.

Richard Williams

Concerts

London Sinfonietta/
Howarth
Queen Elizabeth Hall

Peter Maxwell Davies has never been one to fight shy of a challenge, but even he can rarely have faced himself with such problems as he confronts in *First Ferry to Hoy*, even though the piece is only a miniature of 15 minutes or so. The task was to write a work that might be a trumpet for the London Sinfonietta's education programme, showing that it is possible for professional players to work alongside relatively unskilled children who sing, play recorders or tinkle and tap away at their percussion instruments. Two performances were separated by a 10-minute broadside from the composer in which he made very clear that conviction underlying his piece: that composers must "communicate" with children if they are to have performers and listeners in the future.

I am not sure the situation is quite so desperate, or that any taste for Schoenberg developed at the age of eight would survive the storms of adolescence. Certainly it is an excellent thing when outstanding composers write music for children to play and sing, as Davies of course

has done repeatedly. But that needs a particular flair for simplicity: it needs a quite different sort of music. Indeed, Davies's very first children's work, *O magnum mysterium*, depended precisely on the movement from a childlike musical vision to an adult one (in the concluding organ fantasia). To mix the two is to risk undermining both.

First Ferry to Hoy just about saves itself, it does so by discovering a school of whales halfway through and having everyone thrash about in high excitement. But earlier the Sinfonietta players had seemed under-employed in listening to Scotch-mapped laments from a band of recorders or in doubling the chorus. Similarly the songs, in Davies's carol style resting on mysterious grey tritones, would have been sharper without the thickening of instrumental support.

This is not to discount, though, Elgar Howarth's triumph in securing strong yet tactful control over the hosts from the ILEA Centre for Young Musicians disposed around the dozen Sinfonietta players. In Tippet's *Crown of the Year*, with girls from Grey Coat Hospital School, the collaboration was not quite so happy.

Paul Griffiths

LPO/Svetlanov
Festival Hall

Much of this concert, for which the chief attraction was the prospect of Yevgeny Svetlanov conducting the London Philharmonic Orchestra, frankly sounded wilfully perverse. Half of the responsibility could be laid at the door of the pianist, Cristina Ortiz, whose performance of Mozart's D minor Piano Concerto K466, was surely seriously misjudged. This is supposed to be a dark, disturbed piece, we all know that, but she gave scant attention to tonal variety and there was a distinct lack of bite to her rhythms.

She was also found wanting in terms of the sheer power and resonance needed in this hall, as a result of which the stormy middle section for example, counted for almost nothing. Franck's *Symphonic Variations* obviously suited her better, though this work, too, would have benefited considerably from more incisive playing. But Svetlanov and his orchestra

were alert partners, and there could be no complaints of insipid colouring in that department.

Nor indeed could there have been in Franck's symphony, but here it was a tale of extremes flung too far. The middle movement, for instance, was far too slow, though the LPO's harp and cor anglais principals made a fine, controlled job of their solos, thus dignifying what could have been a slightly absurd funeral cortege.

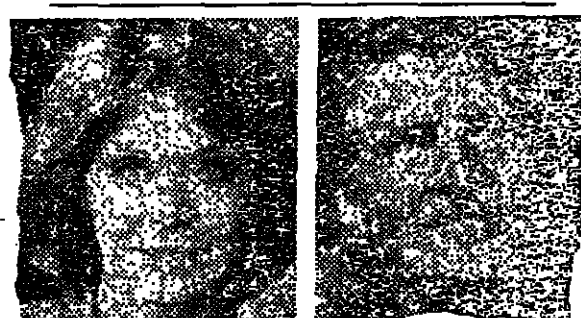
It was quite a relief when the finale took off at such a speed but disappointment soon followed. Svetlanov, ever eager to make the theatrical gesture (as he had done earlier by turning to his audience at the end of Brahms's Academic Festival Overture, to show them, a few beats after they had begun to do so, exactly when to applaud), rather overdid things by encouraging his brass section to play with a coarseness one more usually associates with dance bands. It all added up to a patchy, unconvincing reading.

Stephen Pettitt

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187	Assets Dr. Bonds	388	22.5	3.2	..
188	Dr. Government	388	22.4
189	Cash	388
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17	Money Depos	10	6.1
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286	Fu	278	● +2	8.9	8.3	10.5
175	Gartner Booth	791	● --	13.1	6.8	5.7
31	Headlam Slem	35	● --	3.1	8.7	8.0
133	Lowenthal Henshaw	211	● --	7.2	3.4	11.0
60	Shawbold & Barton	88	● --	4.4	9.5	--
45*	Swain	54	● --	5.8	8.8	6.1
118	Strong & Fisher	14	● --	1.1	1.1	1.1

TEXTILES				
280	Allied Text	405	6	17.25 4.4 16.1

[illegible]

225	DAT	301	● +3	15.7		
192	Reptel	214	● +1	9.2	0.5	6.3
111	Reformers *	182	● +1	9.1	0.2	12.1
				7.8	0.5	4.5

Ex dividend, * Ex all, B Forecast dividend, c Correction of interim payment passed, f Price at forecast position, g Price and yield exclude a special payment, h Special payment, i Price and yield include a special payment, j Ex dividend, k Ex interim distribution, l Ex rights, m Ex rights or share split, n Ex price, v Price adjusted for late dealings.

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THE TIMES

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Thatcherism gives way to Reaganomics

The Chancellor's Autumn Statement, Blue Rondo à la Turk, contained fascinating candour and exciting riffs, but it left many of his City listeners underwhelmed. The equity market had its own reasons for feeling elated but strains of optimism in the gilt-edged market were yesterday subdued by the Government Broker.

Yet again he cut his tax price, this time for conversion 9½ per cent 2005, and by a deafening 1½ points. Does the Chancellor want the gilt market to go ahead, or does he really need the money?

A thread of continuity stretches from the early eighties to the present day in the Government's relationship with the market. In the early eighties, the Treasury made a definite bid to reduce its dependence for borrowing on the gilt edged market by beefing up the sales targets for National Savings. This was a great success initially, but later the drive has shown signs of petering out. Subsequently, the Government agreed to recast the market in a completely different form, mindful perhaps that yields in Mrs Thatcher's early years hit peaks of around 17 per cent.

What the Government is now embarked on, via its accelerated asset-sales programme, is a wholesale switch away from gilts and into equities for finance, caught as it is between the twin imperatives of public spending overruns and the need for electionally attractive tax cuts. On this level, there is little difference between State asset sales and overfunding.

The looser fiscal policy the Prime Minister has sanctioned provides an incentive for equities to keep climbing. The FT 30 share index leaped 14.2 points yesterday to 1,088.8. The thrust of policy takes little or no account now of the tender susceptibilities of the gilt-edged market. In essence, the Chancellor's gamble rests on the assumption that the equity market contains no Turks, young old or middle aged, and is made up exclusively of mild-mannered Armenians.

The exciting buying which arose from the gilt-edged pack yesterday might be dismissed as no more than the rage of Caliban at not seeing his face in the mirror. The economics team at Phillips and Drew, headed by Stephen Lewis, is scathing about aspects of the Chancellor's arithmetic. Around the blanket statement that the medium-term outlook for gilts is not encouraging, it regards Mr Lawson's claim that he has stuck to the £139 billion public sector cash planning total for 1986-87 as pulp fiction; the figure hides a £4 billion rise in planned spending on programmes. The scaled down contingency reserve of £4½ billion is likely to prove inadequate, especially since P & D sees little reason to think that the Lawson programmes can avoid substantial spending overshoots. Creative accounting always means a large measure of good luck.

Michael Hughes at De Zoete & Bevan in no kinder. Sell the short end of the gilt market is his basic message. Too many hopes of falling interest rates have been built into short yields and these are bound to be frustrated. The Chancellor, by his

Autumn Statement, has raised the entire game to a new level of high reward. Too many risks surround the strategy: the Chancellor is unlikely to deliver.

Keith Skooch, of James Capel, reckons that the Chancellor now finds himself in a pure and unwinnable Catch-22 situation. He is far too optimistic about growth, and particularly about inflation. The inflation assumptions look heroic. To achieve them, the Chancellor needs a downward adjustment in the monthly rate of private sector inflation, which in turn requires an abatement of at least a full percentage point in the growth of wage settlements. The Treasury's growth estimates make this unlikely. This leaves him dependent on a mortgage rate cut to meet his inflation target, a move which in turn threatens the exchange rate targets.

But there are some bulls of the Chancellor's Statement. Howard Carter at P-B Securities, the United Kingdom offshoot of the mighty United States brokerage house Pru-Bache, is one. He still reckons that gilt yields can break below the 10 per cent barrier, mainly because his New York colleagues are forecasting two cuts in the Federal Reserve's Discount Rate before the New Year.

The Chancellor's decision to adopt a US-style tight monetary-loose fiscal policy mix inspired some quite strong buying of the pound yesterday. It gained nearly a cent to close at \$1.4250 against the dollar and rose 1.8 pence to DM3.7254 against the mark.

The easier fiscal stance is there for all to see; the other element of Reaganomics, tight money, remains to be proved.

To be fair Mr Lawson has most of the cards in his hand when it comes to trading inflation and growth forecasts with the City and other outside economists. The Treasury has got it right most of the time, and if next year's forecasts of 3 per cent growth and 4 per cent or less inflation is met, attractively priced public assets would be snapped up.

Mr Lawson's weakness is in the area where the Treasury should be strongest: projected public spending. Just as the Treasury's record has encouraged belief in the official inflation and growth forecasts, so the opposite has happened on spending. Public spending has tended to overshoot target by an annual average of £1.5-£2.0 billion in recent years. City economists talking reasonably confidently of £2 to £2.5 billion of tax cuts next Budget have built in a figure of about £141 billion for next year's spending, against the Autumn Statement figure of £139 billion.

Two things emerge from this. If the Treasury's larger reserves and claims that public spending is at last under control are proved right, the tax-cutting scope could be larger than generally assumed. On the other hand, if the past poor record on spending continues and the well-publicized revenue weaknesses (oil price collapse, lower-than-expected domestic growth) come home to roost, tax cuts may only be possible if the Chancellor is prepared to let the public sector borrowing requirements rip.

Premium way to profit

Composite insurers have swung back into favour in the past few months as worldwide hardening in premiums raised expectations of better performance. Yesterday's third-quarter results from Commercial Union and General Accident were, in fact, much improved; and both companies made similar noises about "underlying trends in the right direction", even in the United States where Hurricanes Gloria and Elena cost GA £10 million and CU £7 million.

There is still, however, plenty of work to be done. British motor insurance rates do not yet accord with steadily rising claims. GA, Britain's largest motor insurer, has recently put through 8.2 per cent increases in premiums for comprehensive cover, and will be putting through another increase early next year. CU is increasing its rates by 8 per cent from January 1, but says it needs double figure increases to achieve proper profitability.

Expenses are still a problem for CU. The rate at which it has pruned operations in the US has led to more pressure on costs: the fall in premium income is faster than the fall in expenses.

The stock market reacted favourably to the figures, marking GA 10p higher at 720p and leaving CU unchanged at 253p. CU is still plagued by American long-

tail liability claims crawling out of past years. A \$60 million (£42 million) pension surplus was put towards prior-year claims provisions, and more strengthening of those reserves is to come in the fourth quarter. The company has cut back dramatically on this dangerous type of business, but in doing so has necessarily had to sacrifice some of the now more lucrative personal business. CU's latest recovery has, in fact, all come in Britain, which showed a nine-month operating profit of £38.4 million, against a loss of £3.2 million.

The City is optimistic for the insurance sector over the next 12 months; in the longer term opinions are mixed. Tony Brend, CU manager of US operations and successor to the chief executive Cecil Harris, who will retire shortly, dared to suggest that rate cutting could re-emerge in the US as early as the end of next year in personal and non-liability commercial lines.

Although his pessimism is not shared by the cautious Scots at GA, the thought is worrying. The improving cycle in the US is only just under way and has still to come through fully in personal business. If the upswing were to be that short, following a vicious downswing of six years (and longer for CU) the insurers' life would indeed be hardly worth the candle.

Index soars to 1,088 peak in wake of Autumn Statement

By William Kay
City Editor

The London stock market moved into new high ground yesterday in the wake of the buoyant Autumn Statement from the Chancellor, Mr Nigel Lawson.

Both the principal measures of equity prices hit record levels. The FT industrial ordinary index of 30 leading shares rose 14.2 to 1,088.8, and the FT-SE 100-share index rose 15.3 to 1,396.9.

The market welcomed Mr Lawson's projection that the combination of economic growth and lower inflation would continue into next year.

While the Government's opponents interpreted the accompanying fiscal measures as electoral pump-priming, the City welcomed the prospect of extra spending being injected into the economy.

The mood was reinforced by



Sir Alex Jarratt: strong trading position.

a crop of pleasing results from leading companies.

Smiths Industries, the aerospace and medical engineering group headed by Sir Alex Jarratt, set the tone with news of full-year pre-tax profits up from £36.2 million to £47.6 million.

Sir Alex said: "The company

moves into 1985-86 in a strong trading and financial position and the board confidently looks forward to another year of significant progress."

The final dividend is 3p, making a total of 4.5p against an adjusted 3.5p. The shares rose 8p to 240p, a 1985 high.

Smiths was followed by two of Britain's top composite insurance companies, which gave an indication that they have emerged from the worst of the recent losses in the sector.

Commercial Union announced that its operating loss before tax had fallen from £30.6 million to £3.9 million for the nine months to September 30.

Mr Cecil Harris, the outgoing chief executive, said that the improvement was almost entirely because of the increased profitability of CU's British operations, where the second quarter's progress continued. The shares were unchanged at 253p.

The other insurer reporting yesterday, General Accident, announced that profits in the third quarter nearly doubled from £6.8 million to £12.7 million, taking the nine-month profit from £4.4 million to £11.2 million. The group's shares moved up 10p to 720p.

Finally Tesco, the supermarket group which has been spending heavily on a new superstore programme, unveiled half-year pre-tax profits up from £20.3 million to £44.2 million, paving the way for an increase in the interim dividend from 1.75p to 2.1p.

The shares moved up at first on the news, but came back pending further analysis of the group's decision to change its accounting policy on interest on borrowings for the stores programme. This change increased profits by £3.5 million.

Tempus, page 27

Monday start to tin trading put in doubt after LME talks

By Michael Prest, Financial Correspondent

Confusion reigned in metal markets last night after the London Metal Exchange meeting, which was due to announce how tin trading would be resumed on Monday, ended without conclusion. Some traders said afterwards that tin trading would not resume on Monday after all.

But there was no official confirmation of the LME's policy either way. LME sources said that a formal statement might be issued today.

The apparent indecisiveness of the LME reflects mounting pressure from the banks and official sources not to open again on Monday. The Prime Minister, who yesterday saw Mr Robin Leigh-Pemberton, the

Governor of the Bank of England, said that Britain was doing all it could to solve the crisis.

Senior banking sources who have been closely involved in the negotiations over fresh funding for the LME and the International Tin Council, said yesterday: "It would be helpful if the LME remained closed".

Two separate but related sets of banking negotiations are under way. A group of 16 creditors of the ITC, which are owed £352 million by the council, have presented new proposals to the ITC's 22 members.

The proposals are designed to protect their loans while providing medium term finance to the

ITC to allow its buffer stock operations to be run down. They are also offering bridging finance to the ITC and LME which would allow trading to start again.

It is emphasized, however, that a commitment from ITC and LME members that they will meet their obligations is one crucial premise. Yesterday the Malaysian Mining Corporation, whose subsidiary MMC Metals, said on Tuesday that it was suspending its ring-dealing on the LME, denied that it would repudiate the subsidiary's debts.

A rescue package from the 36 banks in both groups for the ITC and the LME would total £900 million.

How pension rises will be hit

By David Smith
Economics Correspondent

The Treasury expects the inflation rate to halve to 3 per cent by next September - its lowest for 20 years - before rising by the end of the year.

This means that pensions and other benefits will rise by a combined total of less than 3.5 per cent over the next two upratings - in July next year and April 1987.

Under the previous system used by the Government, pensioners would have received a rise of more than 4 per cent next year and more than 3 per cent in November 1987.

This emerged yesterday from analysis of the Chancellor's Autumn Statement. Mr Lawson had said that the inflation rate would fall to 3.75 per cent by the fourth quarter of next year, but he did not say what path it would take to that rate.

However, Treasury inflation forecasts for the purposes of social security uprating indicate a rise of 1 per cent in the retail price index between May and next January, and 2.25 per cent between January and September next year.

This fits in with a 3 per cent inflation rate next September, and means that the change in the system of uprating pensions and other social security benefits - the phased switch from November to April upratings - generates important short-term cash savings for the Government.

1.5% rise in UK production

By Our Economics
Correspondent

Manufacturing output fell by 0.2 per cent in September, but a surge in North Sea oil production resulted in a 1.5 per cent increase in overall industrial output to a record level.

The September fall in manufacturing output is not regarded as signalling a downturn, Government statisticians said.

Manufacturing output in the latest three months was down 0.5 per cent but later revisions to the figures are expected to show a slowly rising production trend, officials believe.

Manufacturing output in September was 1.2 per cent up on a year ago. The third quarter as a whole was up by 1.7 per cent on the corresponding period.

Strong rises have been recorded in the past year in output of motor vehicles, up 9 per cent between the third quarters of 1984 and 1985.

Falls of 5.5 per cent were recorded in metal goods, 3.5 per cent in building materials and 2.5 per cent in miscellaneous manufactures and drink and tobacco.

£75,000 losses at Ecobric

Ecobric, the demolition firm which failed to bring down the Hackney tower block, has also had trouble bringing its figures into shape.

The firm which is the holding company for the contractors, E. Jones, made a loss of £75,000 in the first half of this year against a profit of £120,000 previously.

The USM quoted company blames delays on two big contracts which have now been sorted out. Two other important jobs are being lined up.

The attempt to demolish the Hackney building will have only a marginal impact on the profit from the job. But will it result in lost orders? Mr Graham Errington, the finance director, says: "We don't think so because we had to show it could come down without causing surrounding damage. This we achieved."

Murdoch to raise \$670m through Euronote market

By Richard Thomson, Banking Correspondent

News Corporation, the multinational media group headed by Mr Rupert Murdoch, is set to sign a \$670 million (£472 million) financial package tomorrow to help to fund major purchases in the United States.

The money raised will form part of complex arrangements to acquire a chain of television stations from Metromedia Inc. and 20th Century Fox Film Corporation.

The new financing is in the form of a Euronote facility which enables News Corporation to draw the money in tranches. The notes may vary from 30 to 180-days maturities,

but the usual maturity in the Euronote market is 90 days. A first tranche of \$125 million under the facility will be called in the next two weeks.

The package includes the refinancing of \$350 million raised under a similar facility at the end of last year to fund the purchase of Ziff Davis, a specialist magazine publishing company in the US.

The issue, which is arranged by Citicorp Investment Bank, provides a 10-year stand-by facility from the participating banks to convert the full \$670 million into a conventional loan.

Land Securities INTERIM RESULTS

Extracts from the consolidated revenue account for the half year ended 30th September, 1985

Year to 31.3.85 (audited)	Half year to 30.9.85 (unaudited)	Half year to 30.9.84 (unaudited)
£m	£m	£m
132.1	74.1	63.6
148.4	81.8	71.5
114.9	63.5	55.0
95.6	54.2	45.4

Note: It is not expected that the growth rate in rental income for the year to 31st March, 1986 will differ materially from that achieved in the year to 31st March, 1985, as a result of the incidence of reviews and renewals in the second half year and the withdrawal from letting of certain premises for refurbishment or redevelopment.

An interim dividend has been declared of 2.9p per share (1984: 2.6p) which with the related tax credit is equivalent to 4.143p (1984: 3.714p).

- ☐ Satisfactory rental levels have been achieved in rent reviews and renewals.
- ☐ Good progress has continued with the letting of redeveloped and refurbished premises.
- ☐ Considerable progress has been achieved in building up the portfolio of retail warehouses.
- ☐ Acquisitions include two major freehold properties in Salisbury Square, EC4.
- ☐ Progress towards various major projects in central London and the provinces is being maintained.

As announced on 5th November, £100 million 10% First Mortgage Debenture Stock 2025 has been issued at £92.899 per cent.

A leaflet setting out the Interim Results and comments in more detail will be despatched shortly to the Shareholders. A copy may be obtained from The Secretary.

LAND SECURITIES PLC Devonshire House, Piccadilly, London W1X 6BT

Reagan to allow debt default

By Bailey Morris
Washington

The White House insisted yesterday that it would allow the American Government to sink into default for the first time in its history on Friday if Congress does not present it with a comprehensive Budget and debt ceiling by the deadline tomorrow night.

But Congressional officials, caught up in a high stakes political confrontation with the White House, said yesterday that the Administration had little choice but to accept a temporary extension of the US debt ceiling limit which the House planned to pass yesterday.

Mr Larry Speakes, the White House spokesman, said yesterday that the President remained opposed to a short-term increase in the debt ceiling limit

MARKET SUMMARY

STOCK MARKETS

FT Ind 100	1088.8 (+14.2)
FT All Share	83.33 (+0.08)
FT Govt Securities	1396.8 (+15.3)
FT-SE 100	1396.9 (+15.3)
Bargains	23.273
Dataseam USM	107.54 (-0.48)
New York	
Dow Jones	1429.23 (-4.35)
Tokyo	
Nikkei Dow	12,716.29 (-18.79)
Hong Kong	
Hang Seng	1747.18 (+17.03)
Amsterdam Gen	233.1 (-0.5)
Sydney AO	1010.3 (-13.5)
Frankfurt	
Commerzbank	1742.0 (-28.5)
Brussels	
General	885.76 (+28.7)
Paris CAC	231.0 (+0.8)

GOLD

London fixing	am \$324.50pm \$324.50
close	\$326.25-326.75 (\$229.25-229.75)
New York	
Comex (Latest)	\$326.85

MAIN PRICE CHANGES

RISES:	
Redfern Glass	120p +27p
Abaco Irms	21.50p +4.50p
ICC Oil	8p +1.50p
Burford	3.25p +0.50p
Pict Petroleum	89p +15p
Silentnight	40p +8p
Bailey (C.H.)	29.75p +4.25p
Whitworth's Food	103p +13p
Regalian Props	350p +40p
Asd Brit Engg	5.50p +0.50p
British Benzol	23.50p +2p
Audi Fidelity	48p +4p
Logica	127p +10p
Bastebell	257p +20p
Howard Group	183p +15p
SI Group	27.50p +2p
Cantors	140p +10p
Bentalls	155p +11p
Peters Stores	78p +5p
B.B.A. Group	149p +10p

FALLS:

Jebsens Drilling	24p -12p
Acorn Computer	31p -10p
Aplicot Computer	57p -7p
Metal Science	6p -0.50p
Westland	89p -5p

CURRENCIES

London:	
\$	\$1.4250 (+0.0090)
DM	DM3.7254 (+0.0176)
Sfr	Sfr3.0545 (+0.0078)
Swf	Swf11.3428 (+0.0379)
Yan	Yan290.78 (-0.0039)
Index	79.5 (+0.2)
New York:	
\$	\$1.4235
DM	DM2.6145
\$ Index	129.3 (-0.5)
ECU	ECU5.59825
SDR	SDR20.759161

INTEREST RATES

London:	
Bank Base	11½%
3-month Interbank	11½-11¾%
3-month eligible bills	buying rate 11½-11¾%
US:	
Prime Rate	9.50%
Federal Funds	7¼%
3-month Treasury Bills	7.25-7.23%
30-year bond price	105¼-105½

STOCK MARKET REPORT

Chancellor's optimism sends shares to record levels

By Derek Pain and Pam Spooner

Shares reached new peaks yesterday, encouraged by what one broker described as "excessively optimistic" Autumn Statement from the Chancellor and the recent strength of Wall Street.

At the close both main share indices were at record levels and Datastream calculated that £2,470 million had been added to stock market values.

The FT 30 share index moved confidently towards 1,100, it finished at 1,088.8 points, up 14.2 points. The FT-SE share index closed at 1,396.9 points, a 15.3 points gain.

Bid action is far from over at SGB Group, the scaffolding company which has seen a tender offer from C. H. Beazer and a recommended bid from BET in the past six weeks. A third offer, worth 300p a share, is now said to be on the way.

Shares failed to cling to their best levels which were achieved just after lunch when the FT 30 index touched 1,090 points and the FT-SE topped 1,400 points for the first time. Then the upsurge was put at £2,720 million.

Buying was heavy with both institutional and small investors rushing into the market.

Progress spread through most sectors with buildings and stores particularly well supported. Imperial Chemical Industries the market's bellwether stock, was at one time 23p higher at 704p.

Government stocks improved by up to 2½p with supplies of the convertible 9½ per cent 2005 tap running out as the market closed.

Distillers Co one of the most active blue chips as Mr John Connell, chairman, surprised the market by bringing forward to next week the announcement of the interim figures. Normally they are released in late December.

The market expects DCL which is threatened by a bid from Argyll Group in early

December, to achieve a big advance. Estimates stretch beyond £120 million. For the full year the group could hit £280 million against £236.2 million. DCL is said to be trading particularly well in Europe and the US where its Dewar's Scotch whisky is strengthening its role as market leader.

The early announcement is clearly calculated to make it more difficult for Argyll to mount a bid.

Matthew Brown, the Blackburn brewery, rose 7p to 525p as the market awaited the new bid from Scottish and Newcastle Breweries following the Monopolies Commission's clearance. But other regional remained depressed. The national groups, however, joined in the market romp.

British & Commonwealth caused excitement in the market by selling its stake in Exco International. B & C placed around 50.5 million shares, and the B & C-linked Caledonian Investments offloaded 1.5 million, to a single buyer at a cum-dividend price of 215p.

That sent the Exco share price haywire and jobbers reported to be unwilling to quote a price at one stage. By the close, Exco was marked 10p down at 217p.

The Kuwait Investment Office was the buyer of the 22 per

cent stake in Exco, and formal announcement is due later today. Exco was aware that B & C was pulling out, and presumably aware of the buyer, since the placing of the shares was done by De Zoete & Bevan, one of Exco's own brokers.

B & C has raised more than £100 million by the share sale, and market men were soon speculating about where it might spend the cash. Although B & C also announced yesterday that it has taken a 16.5 per cent stake in Abaco Investments - a

property and financial services company - the City believes the Cayzer family, which leads B & C, has eyes for much bigger fish. The Abaco stake cost little more than £3 million.

Midland Bank is suggested as a target, although Midland shares rose only 2p to 454p yesterday. The bank is still vulnerable after its overseas problems of the last two years, and the City has long believed Mr John Gunn, now a director of B & C, wants to make the bid.

When Mr Gunn left Exco last month there was speculation that he had moved out because the rest of the Exco board did not like his acquisition plans. He is thought to have joined B & C because he found more sympathy there for his ideas.

Whether Midland is the target he has in mind remains to be seen. Certainly, given the recent market trend for bidders to tackle groups larger than themselves, a B & C offer for the bank is not beyond the realms of possibility. Midland is valued at around £1,045 million.

There EMI shares came in for a late run, as the market spotted a buyer picking up large chunks of the stock. The price ran through 400p, showing a net gain of 20p to 404p by the end of the day and wiping out an earlier markdown.

Alfred Lyons, the food and drink group resisting a £1,800 million takeover bid from Elders, the Australian group, rose 3p to 286p after Greiverson Grant & Co, the broker, sent out a buy circular. The shares, it says, are "fundamentally cheap". Current year profits are forecast at £255 million (against £219 million) with interim figures, due next week, put at £118 million, up 17 per cent. For next year the Greiverson team sees Allied, assuming it escapes the Elders embrace, surging to £295 million.

Plessey shares held firm, up 2p at 140p ahead of today's results. Nevertheless, much of the price stability was reckoned to be the result of support from Springmount-Vickers, a firm which has been bullish of the stock in recent weeks.

Another broker - said to be De Zoete & Bevan - offloaded around 4½ million Plessey shares and set the City wondering what the firm might know. Cooper Industries, the engineering group, held at 28p as Mr Roy Kettle, managing director,

of Tarmac and appointed a director this week of evered Holdings, was named chairman. But it is the intention of Mr A. M. Johnstone, a 75-year-old Scottish accountant, which are intriguing. He has acquired a 21 per cent shareholding and has, apparently, refused a non-executive directorship insisting he should become chairman and chief executive.

Mr Johnstone, chairman of the Kennedy Smale property group, said: "I have various ideas. I am watching events. I do not wish to make any waves".

British Car Auction Group shares rose 2p to 101p yesterday as the market continues to show renewed liking for the company. BCA moves into Spain soon as appreciation of the growth potential in Continental Europe accelerates. No wonder the chairman, Mr David Wickins, has been learning Spanish for the last year.

Electrocomponents gained 10p to 358p as the shares were the subject of a buy circular, believed to be from Robert Fleming. The company is expected to announce an acquisition soon possibly in Germany.

Acorn Computers tumbled 10p to 31p after the appearance of its yearly accounts but Logica gained 10p to 127p on rumours that British Telecom may bid.

Jebsens Drilling collapsed 19p to 17p at one time on trading worries. They finished at 24p. Newcomer TMD Advertising, placed at 118p, went to 125p.

Nine-month results from Commercial Union and General Accident helped push share prices among composite insurers higher. The CU price was several pence up at one stage, although it later dropped back to 253p, showing no change over the opening level.

General Accident shares were also off their best by the end of the day, but they still showed a 10p rise to 720p. Guardian Royal Exchange rose by 16p to 741p. Royal Insurance went 21p better to 731p and San Alliance was up 10p at 548p, having touched 560p in early trade.

Elsewhere on the LTC yesterday, business totalled 12,737 contracts, with Comtaults again leading the way. Some 1,358 contracts in Comtaults were traded. Imperial saw volume of 1,127 and the Stock Exchange index option notched up 1,315 contracts traded.

Traded option highlights

This month brings what may be the shortest-lived traded option on record. Next Thursday options will be available in Distillers, the drinks group which appears to be surrounded by predators. The launch of the traded options coincides with the early date for DCL interim results.

Elsewhere on the LTC yesterday, business totalled 12,737 contracts, with Comtaults again leading the way. Some 1,358 contracts in Comtaults were traded. Imperial saw volume of 1,127 and the Stock Exchange index option notched up 1,315 contracts traded.

APPOINTMENTS

S W Farmer Group: Mr Graham J Coates has joined the group board as finance director designate.

Poole Lighting: Mr Ken Page-Ritchie has become managing director.

The London International Financial Futures Exchange: Mrs Mary Lea Carrington becomes marketing director.

Allen & Overy: Mr Alan Berg, Mr Mervyn Parry, Mr Rupert Jones, Mr Charles McKenna, Mr David Hughes, Mr Alan Paul, Mr Chris Roberts, Mr Richard Cranfield, Mr Guy Beringer, Mr Jonathan Bray, Mrs Julia Salt, Mr Richard Tarnor and Mr Andrew Clark are to be partners.

BL: Mr Brian Pomeroy has joined the board as a non-executive director.

Ward White Group: Mr Roger Padder becomes a main board director and head of the UK multiple retail division. Mr David Wood has been appointed managing director of Focus Shoes, a division of Ward White Retail UK.

ML Holdings: Mr Peter G Pollock becomes group chief executive and Mr Anthony P Smith group chief accountant. Mr I W Downie becomes financial controller of M L Aviation Co. Mr Eric Sidebotham is appointed to the board of M L Engineering (Plymouth).

Perrin Furnishings Group: Mr Brian Perrin (store operations) and Mr Malcolm Perrin (marketing) have been made joint managing directors of Perrin Home Furnishing, a new trading subsidiary. Mr Michael Lanning (merchandise) and Mr Richard Skeet (accountant) become executive directors.

Mr John Perring (chairman), Mr I C Thomas (vice-chairman) and Mr John Lewis (company secretary) are also on the Perrins Home Furnishing board.

Cement-Roadstone Holdings: Mr A. D. Barry will become chief operating officer (Europe) from January 1. Mr D. F. Quirk will be managing director (Ireland); Mr B Hill will become managing director (European mainland) and Mr J. J. Elliott, managing director of Irish Cement.

English & Scottish Investors: Mr Charles Crowther has joined the board.

The Dorchester Hotel: Miss Helen Smith has become assistant director of sales and marketing.

Sotbeys: Mr Ian Macpherson becomes personnel director with responsibility for the United Kingdom and Europe.

BBC: Mr Twyny Mason has been made deputy secretary.

Water Decade Realisation Fund: Sir Derrick Holden Brown has been appointed chairman of the board of trustees.

TEMPUS

Red herring in Tesco's pursuit of Sainsbury

Imitation is the sincerest form of flattery. Hence Tesco has decided to follow the lead of J. Sainsbury in capitalizing interest on borrowings related to the acquisition and development of new stores.

Tesco's decision begins to lend the practice of credibility which it does not deserve. The move may be understandable and is technically acceptable, but it can only lead to a distortion of comparisons between the retailers until a common approach is adopted.

Interest capitalization also serves to penalize those companies which can finance store developments out of cash generated internally rather than through borrowings. Otherwise you end up in the world of opportunity costs and notional charges which are far removed from the real world of retailing.

The move has given Tesco an immediate and artificial leg up in its pursuit of the net margins so jealously earned by Sainsbury. Interim pretax profits of £44.2 million, up from £30.3 million, translate into a net margin of 2.98 per cent up from 2.29 per cent.

However, once the gain from interest capitalization is stripped out, together with the boost to interest received on the rights issue money raised earlier in the year, reported pretax profits drop by £6.4 million, which would leave a net margin to 2.54 per cent.

If Tesco is to stand a real chance of catching up on a Sainsbury margin, which by that company's admission cannot increase much beyond the present level just above 5 per cent, it must begin to make genuine and rapid progress on that front. With no obvious improvement to the margin coming from a change in sales mix, Tesco must look to productivity and an increase in volumes.

Progress is being made on productivity but volume gains may still prove a stumbling block. While some retailers can look to increased selling space for additional volume, Tesco is in the unfortunate position of taking two steps forward and one back. In the first half it opened nine new stores to add 233,000 sq ft, but also shut 11 smaller ones, at a cost of 155,000 sq ft.

Until the intensive store opening programme begins to take full effect Tesco's growth prospects may be restricted. The time is right to sell the shares, down 3p to 295p, and switch into a stock like Asda.

Smiths Industries

The market's description of Smiths Industries as a miscellaneous mechanical engineer does not do the company justice. True, there is an element of miscellany about its industrial division, but there is no hiding the fact that Smiths is moving forward very steadily these days with much more purpose and direction than was once the case.

Preliminary pretax profits of £47.6 million, up from £36.2 million, have the hallmarks of a business which has shrugged off the problems of recession through realignment and careful attention to costs.

There has been some slight tinkering with the group's activities during the year, but the large bulk of the reorganization had already been completed. It leaves Smiths free to pursue the growth path on which its sights are firmly set.

It is becoming a regular feature for the group to report that improvements came across the board. This may seem vague but it is the most appropriate way to describe the year.

Perhaps the only common thread was that the three main divisions all benefited from a good performance in the United States. The aerospace and defence divisions benefited from the continuing improvement in the state of the civil aircraft industry.

The medical systems division also turned in a good increase in trading profits. Although there was some benefit from acquisitions this was not the main source of the advance, which reflected rather a general improvement in trading. The best increase in profits came from the industrial division. Despite the wide spread of Smiths interests, good management, better markets and a small boost from acquisitions permitted a good general improvement.

There is little doubt that Smiths benefited in the year from the effects of its rationalization in the past. It will therefore make the growth of future years that little bit harder to achieve and the focus of attention will be very much on sales and the prevailing market conditions.

Although the rate of profits growth may slow it still leaves the group looking very solid. It has a sound balance sheet and the shares, up 8p at 340p, should still be bought.

zation in the past. It will therefore make the growth of future years that little bit harder to achieve and the focus of attention will be very much on sales and the prevailing market conditions.

Land Securities

Great Portland Estates

Much is expected from Land Securities, Britain's biggest property company and a blue chip holding for any property investment portfolio. Interim profits have again been boosted by a hefty rise in rental income - from £63.6 million to £74.1 million. But rental growth is unlikely to continue to increase at that rate.

At least Land Securities has woken up to the fact that it must be more active in the market if it is to benefit from the rental growth in the retail sector. The company intends spending at least £50 million in that area; about £20 million is already invested. But if it is to do that as well as embark on costly schemes in the City of London and its Grand Buildings development in Trafalgar Square is going to have to raise more than the £100 million brought in by its recent debenture issue. The market was then expecting a £200 million issue and the company admits that it may come back for more money at a later date.

Great Portland is selling some of its residential property in Great Portland Street in an attempt to improve the portfolio and has recently sold its non-reversionary building at 9-10 Albermarle Street, in the West End at a yield of 4.5 per cent to an owner-occupier.

The interim dividend is being raised from 1p to 2p in an effort to even out payment and the company is looking to make £18.5 million profits in the full year. A debenture issue should not be ruled out. Great Portland's shares were unchanged at 168p, and Land Securities were up from 320p to 324p.

Company	Price	Change
A M S Industries 5p Ord (95)	107	105-3
Colson's 5p Ord (90)	105-3	105-3
Coat Assets 1p 15p Ord (10)	105-3	105-3
C P M 5p Ord (125)	105-3	105-3
Cowells 25p Ord (35)	105-3	105-3
Devison 5p Ord (10)	105-3	105-3
Eding Electronics 5p Ord (25)	105-3	105-3
Electronic Data 5p Ord (75)	105-3	105-3
Farmer 10p Ord (120)	105-3	105-3
Gibson 10p Ord (75)	105-3	105-3
Hampden 10p Ord (17)	105-3	105-3
Int'l City 25p Ord (10)	105-3	105-3
Just Rubber 10p Ord (25)	105-3	105-3
Magnetic Materials 10p Ord (144)	105-3	105-3
Martin (Roulet) 10p Ord (90)	105-3	105-3
Melrose 10p Ord (90)	105-3	105-3
Radley 25p Ord (35)	105-3	105-3
St Ives Group 10p Ord (330)	105-3	105-3
Standard 25p Ord (175)	105-3	105-3
T M D Advertising 5p Ord (115)	105-3	105-3
Underwoods 10p Ord (180)	105-3	105-3
Wright 10p Ord (180)	105-3	105-3
Yates 10p Ord (180)	105-3	105-3

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Wright 10p Ord (180)	105-3	105-3
Yates 10p Ord (180)	105-3	105-3

TEHEEGIN

Clue: Anag.

The answer is the number of years that BTR has achieved consistently good growth.

A key to success?

BTR

BTR PLC, SILVERTOWN HOUSE, VINCENT SQUARE, LONDON SW1P 2PL. 01-834 3848.

Commercial Union

9 MONTHS REVIEW

to 30 September 1985

In the last three months a pre-tax operating profit of £8.2m was made which reduced the operating loss before taxation for the 9 months ended 30 September 1985 to £3.9m (1984 loss £30.6m).

Operations outside the United States produced a pre-tax profit of £76.3m (1984 £46.8m), while a loss of £80.2m (1984 £77.4m) was sustained in the United States.

Non-life premium income was 9% lower, after allowing for movements in rates of exchange, and there was a marginal underlying reduction in investment income. This reflects the decision taken last year to reduce the scale of our operations in the United States.

World-wide life profits amounting to £48.6m show an underlying growth of over 9%.

In the United States the third quarter's result includes the estimated cost of hurricanes Elena and Gloria amounting to some £7m, and we also decided to make further provision for prior year claims in addition to the \$60m referred to in the note. A second round of rate increases is being achieved on commercial business, but further increases are still required to produce a return to profitability. Expenses remain under very tight control and were 23% lower than last year.

In the United Kingdom there was continuing improvement across all major classes of business. This was particularly evident for commercial lines, due partly to a lower level of industrial fire claims.

In other territories trading conditions reflect competitive pressures and exchange rate movements had an adverse effect on the reported results. In these circumstances, the Netherlands, Canada and the Rest of the World have continued to produce satisfactory pre-tax profits.

	9 months 1985 Estimate	9 months 1984 Estimate	Year 1984 Actual
Premium income			
Life	£m 388.8	£m 342.6	£m 495.6
Non-life	1,319.9	1,396.7	2,159.5
Total	1,708.7	1,939.3	2,655.1
Investment income net of loan interest	177.2	196.3	275.9
Underwriting result after exceptional item (see note)	(235.4)	(282.5)	(439.4)
Life profits	48.6	46.7	77.9
Associated companies' earnings	5.7	8.9	12.8
Operating loss before taxation	(3.9)	(30.6)	(72.8)
Taxation and minorities	(27.5)	(9.7)	(15.5)
Operating loss	(31.4)	(40.3)	(88.3)
Realised investment gains	39.6	39.0	53.4
Profit/(loss) attributable to shareholders	8.2	(1.3)	(34.9)
Earnings per share			
Operating loss	(7.61p)	(9.78p)	(21.44p)
Realised investment gains	9.60p	9.46p	12.95p
	1.99p	(1.32p)	(8.49p)
Shareholders' funds	£1,032m	£1,040m	£1,073m
Operating loss before taxation	£m	£m	£m
United States	(80.2)	(77.4)	(46.9)
United Kingdom	38.4	(3.2)	12.4
Netherlands	26.6	30.2	42.9
Canada	6.2	8.8	8.4
Rest of the World	5.1	11.0	10.4
	(3.9)	(30.6)	(72.8)
Rates of exchange			
United States	\$1.43	\$1.25	\$1.16
Netherlands	Fls4.38	Fls4.25	Fls4.13
Canada	\$1.95	\$1.64	\$1.54

Note: The exceptional item is the release of the United States pension fund surplus of \$60m, which has been used to strengthen claims provisions in the United States.

Commercial Union
Assurance Company plc

UNILEVER N.V.

DIVIDEND ON CERTIFICATES FOR ORDINARY CAPITAL
ISSUED BY N.V. NEDERLANDSCH ADMINISTRATIE-EN TRUSTKANTOOR
Interim dividend payments in respect of the year 1985 will be made on or after 18 December 1985 as follows:

SUB-SHARES OF FL 12
IN THE NAME OF MIDLAND BANK EXECUTOR AND TRUSTEE COMPANY LIMITED
new MIDLAND BANK TRUST COMPANY LIMITED

A dividend, Serial No 115 of R.2.7890 per sub-share, equivalent to 60.7542p converted at R.4.1855 = £1.

DUTCH DIVIDEND TAX is given by certain Tax Conventions concluded by the Netherlands. A resident of a convention country will, generally, be liable to Dutch dividend tax at only 10% (FL 0.4194, 10.0131p per sub-share) provided the appropriate Dutch exemption form is submitted. No form is required from UK residents if the dividend is claimed within six months from the above date. If the sub-shares are owned by a UK resident and are effectively connected with a business carried on through a permanent establishment in the Netherlands, Dutch dividend tax at 25% (FL 0.6990, 16.9886p per sub-share) will be deducted and will be allowed as credit against the tax payable on the profits of the establishment. Residents of non-convention countries are liable to Dutch dividend tax at 25%.

UK INCOME TAX at the reduced rate of 15% (10.0131p per sub-share) on the gross amount will be deducted from payments made to UK residents instead of at the basic rate of 30%. This represents a provisional allowance of credit at the rate of 15% for the Dutch dividend tax already withheld. No UK income tax will be deducted from payments to non-UK residents who submit an Inland Revenue Affidavit of non-residence in the UK.

To obtain payment of the dividend sub-share certificates must be listed on Listing Forms obtainable from:

Midland Bank plc, Stock Exchange Services Dept., Manner House, Pepys Street, London, EC3N 4DA
Northern Bank Limited, 2 Waring Street, Belfast BT1 2EE
Allied Irish Banks plc, Securities Dept., Stock Exchange, Bank Centre, Belfast, Dublin 4
Clydesdale Bank PLC, 30 St Vincent Place, Glasgow.

Separate forms are available for use (a) by Banks, UK firms of Stockbrokers, Solicitors or Chartered Accountants (b) by other claimants. Notes on the procedure, in each case, are printed on the forms.

DUTCH CERTIFICATES OF FL 1000, FL 100 and FL 20
A dividend of FLA 66 per FL20 against surrender of Coupon No 115. Coupons may be encashed through one of the paying agents in the Netherlands or through Midland Bank plc; in the latter case they must be listed on the special form, obtainable from the Bank, which contains a declaration that the certificates do not belong to a Netherlands resident. Instructions for claiming relief from Dutch dividend and UK income tax are set out above except that UK residents liable to Dutch dividend tax at only 10% must submit a Dutch exemption form. Dutch dividend tax on this dividend is FL 1.6594 at 25% and FL 0.6990 at 15%. The proceeds from the encashment of coupons through a paying agent in the Netherlands will be credited to a convertible florins account with a bank or broker in the Netherlands.

A statement of the procedure for claiming relief from Dutch dividend tax and for the encashment of coupons, including names of paying agents and convention countries, can be obtained from Midland Bank plc at the above address or from the London Transfer Office.

N.V. NEDERLANDSCH ADMINISTRATIE-EN TRUSTKANTOOR
London Transfer Office, Unilever House, Blackfriars, London EC4P 4BQ.
12 November 1985.

UNILEVER N.V.
CERTIFICATES FOR ORDINARY SUB-SHARES OF FL 12 ISSUED BY N.V. NEDERLANDSCH ADMINISTRATIE-EN TRUSTKANTOOR

NOTICE IS HEREBY GIVEN THAT EXCHANGES OF Sub-Share Certificates in the name of Midland Bank Executor and Trustee Company Limited, now MIDLAND BANK TRUST COMPANY LIMITED, for Bank of America and Unilever N.V. New York Shares and vice versa will be SUSPENDED from 29 November 1985 to 12 December 1985 inclusive.

Certificates will only be accepted for exchange after 12 December 1985 provided that all dividends declared prior to that date have been claimed.

N.V. NEDERLANDSCH ADMINISTRATIE-EN TRUSTKANTOOR
London Transfer Office, Unilever House, Blackfriars, London EC4P 4BQ.
12 November 1985.

Base Lending Rates

ABN Bank	11 1/2%
Adam & Company	11 1/2%
BCCI	11 1/2%
Citibank Savings	12 1/2%
Consolidated Credit	11 1/2%
Continental Trust	11 1/2%
Co-operative Bank	11 1/2%
C. Hoare & Co	11 1/2%
Lloyds Bank	11 1/2%
Nat Westminster	11 1/2%
Royal Bank Scotland	11 1/2%
TSB	11 1/2%
Citibank NA	11 1/2%
† Mortgage Base Rate.	

General Accident

NINE-MONTHS' RESULTS

The results for the nine months ended 30th September 1985 estimated and unaudited are compared below with those for the similar period in 1984, which are restated at 31st December 1984 rates of exchange; also shown are the actual results for the full year 1984.

It must be emphasised that the results for the interim period do not usually provide a reliable indication of those for the full year.

	9 months to 30.9.85 Estimate £ millions	9 months to 30.9.84 Estimate £ millions	Year 1984 Actual £ millions
Premium Income			
General Business	1,255.8	1,236.8	1,689.0
Long Term Business	156.3	119.9	189.9
	1,412.1	1,356.7	1,878.9
Investment Income			
Underwriting Result -	192.4	192.5	266.2
General Business	(186.2)	(191.3)	(268.3)
Long Term Business Profits	6.5	4.4	7.7
	12.7	5.6	5.6
Loan Interest	1.5	1.2	1.7
Profit before Tax and Minority Interests	11.2	4.4	3.9
Taxation	(5.8)	(1.3)	(8.1)
Minority Interests and Preference Dividend	1.6	1.0	2.2
Net Profit attributable to Shareholders	15.4	4.7	9.8
Earnings per Ordinary Share	9.2p	2.8p	5.9
Principal exchange rates used in converting overseas results			
U.S.A.	\$1.41	\$1.16	\$1.16
Canada	\$1.93	\$1.53	\$1.53

ANALYSIS BY TERRITORY OF GENERAL BUSINESS PREMIUM INCOME AND UNDERWRITING RESULT (before internal reinsurance)

	9 months to 30.9.85 Premium Income £m	9 months to 30.9.84 Underwriting Result £m	9 months to 30.9.84 Premium Income £m	9 months to 30.9.84 Underwriting Result £m
U.K.	411.9	(38.6)	370.0	(47.1)
U.S.A.	316.4	(85.0)	554.0	(103.8)
EEC other than U.K.	73.5	(11.4)	69.1	(10.7)
Canada	109.6	(19.8)	118.4	(21.5)
Australia	26.1	(2.7)	32.5	(1.7)
Others, including reinsurance	79.5	(7.2)	60.5	(4.1)
Marine and Aviation	39.8	(4.5)	32.3	(2.4)
	1,255.8	(186.2)	1,236.8	(191.3)

Net written premiums increased in sterling terms by 1.5% whilst investment income decreased by 0.1% adjusted to exclude the effects of currency fluctuations, there were increases of 14.7% and 13.5% respectively.

In the third quarter there were underwriting losses of £56.2m (1984 £60.8m loss) of which £15.3m (1984 £14.2m) occurred in the United Kingdom and £26.6m (1984 £32.3m) in the United States where the results were particularly affected by Hurricane 'Gloria' which alone cost £10m. In the aggregate other territories produced underwriting losses of £14.3m (1984 £14.3m loss). The pre-tax profit for the quarter amounted to £12.7m (1984 £6.8m profit).

For the nine months in the United Kingdom there was a loss of £58.6m (1984 £47.1m). Losses in the Motor account increased to £18.1m (1984 nil) reflecting a sharp increase in the incidence of claims. Improvement in the Homeowners account was maintained with a small profit in the quarter reducing the nine month loss to £9.4m (1984 £10.7m). Experience in the Commercial Property and Liability accounts shows substantial improvement but remains adverse.

For nine months in the United States net written premiums were \$727m (1984 \$643m) and the operating ratio was 116.4% as compared with 118.4% for the same period in 1984. On the United Kingdom accounting basis the underwriting loss was £85.0m (1984 £103.8m loss). The Property class results were particularly affected by windstorm losses in the second and third quarters aggregating £14m.

Elsewhere there were aggregate underwriting losses of £42.6m (1984 £40.4m loss). Results in France and Belgium showed some deterioration during the quarter although experience in other territories was little changed from the half year.

New annual premiums for life business in the United Kingdom for the nine months were £19.7m (1984 £21.9m), while single premiums increased from £38.6m to £43.4m.

General Accident Fire & Life Assurance Corporation plc.
World Headquarters: Pitheavlis, Perth, Scotland PH2 0NH.

COMMERCIAL PROPERTY

Chartered surveyors to decide on limited liability option

Some hard thinking has to be done in the next few months by the senior partners of some of the country's largest firms of chartered surveyors and estate agents.

The decision they will have to make could revolutionize the profession. It is whether to allow outside interests to take a stake in what will become a firm rather than a partnership.

The Royal Institution of Chartered Surveyors intends calling an extraordinary meeting next May to decide whether chartered surveyors will be allowed to practise under limited liability through a private or public company.

It is proposed that there should be no restrictions on outside investment being allowed in partnerships or companies in which chartered surveyors are partners or directors.

Mr Paul Orchard-Lisle, the new president of the RICS announced this week the date of the extraordinary meeting. He is in favour of liberalization, but this does not necessarily mean that he is in favour of taking such a step within his own firm, Healey & Baker. Chartered surveyors and estate agents would do well to look at the banking and stockbroking mergers now under way before rushing to become limited liability companies with a powerful, if minority, outside shareholder.

In the case of the stockbroking firms, the need to raise large amounts of capital to become market makers was evident. But it is difficult to see why surveyors and estate agents should take the same road. It is unlikely that they will become market makers although some are hoping to be so if unitizing

individual buildings gets off the ground.

The attractions for senior partners nearing retirement to take out their money from a firm are obvious, but the question remains as to what happens to the rest of the staff.

The lure of becoming a partner is likely to disappear particularly if a practice intends coming to the stock market. Many surveyors are concerned about maintaining their independence if they have outside interests sitting on the board. But it is clear that the RICS is having to change with the times by removing some of the restrictive regulations controlling their members' fortunes.

Outside competition for what has traditionally been a surveyors' business is increasing. The residential agents are already feeling the wind of change with solicitors and others trying to muscle in on selling and buying houses. And the commercial agents are seeing merchant banks becoming more and more involved in their milieu.

Mr Orchard-Lisle recognized that the professions, including his own, had to face governmental and other criticism about what is seen as their privileged position. He told RICS members that they must put their house in order by accepting competition, but not fee cutting at the cost of quality control.

The RICS's code of conduct and its by-laws must be adapted to ensure a professional ethic with rules about advertising members' services changed to promote, not hinder, competition.

As well as meeting change, the RICS is urging change on the Government. The institution has told the Chancellor of the Exchequer that it wants Value Added Tax abolished for



Kausalis-Osake-Pankki, the Finnish bank which is moving to Great Portland Estates' new building, 30 Bishopsgate, has put its former City of London headquarters at 19/20 College Hill (above), on the market. The recently refurbished offices have 6,871 sq ft of space. They were built on the site of Richard Whittington's mansion.

De Groot Collis, acting for the bank, is looking for a premium for the lease which is being assigned until March, 2009, with rent reviews in 1989 and every five years thereafter.

repairs and maintenance on housing. It has also called for a zero rated value added tax on repairs incur VAT.

The RICS says that it is absurd for new houses to be zero rated while subsequent repairs incur VAT.

Old Lady boosts the neighbours' rents

● Hillier Parker is predicting rents of £40 a sq ft for small office buildings in the City of London's banking area, close to the Old Lady of Threadneedle Street. This figure appears to have been met already by the reported sub-letting of space in the Arab Banking Corporation's building at 1 Moorgate. The agent's City office map shows rents falling from the peak at the Bank of England of more than £30 a sq ft to under £10 within a few hundred yards.

To the west of the Bank there is a ridge of more than £10 a sq ft running through Holborn, linking the City with the West End. Since Hillier Parker last published its map in 1983, City rents have grown generally. The prime area has expanded as the new financial conglomerates occupy space on the fringes.

There has been greater rental growth outside the core area of the City than inside it, but south of the river only developments with river frontages are attracting tenants.

Fewer large firms plan to move from central London, but those that do are drawn to M25 and Heathrow locations, according to the latest report on decentralization from the capital from Jones Lang Wootton, the chartered surveyor. Only 10 firms employing more than 100 staff are likely to move out this year and only 13 have plans to do so, says J.L.W. This compares with 15 last year and a record 21 in 1981.

Those planning to move are split almost equally between the

City and West End. British Rail, Rank Xerox and the Wellcome Foundation are likely to move from the northern fringe of the West End in the next few years. But as Jones Lang Wootton points out, the total space involved in such moves is relatively small. About 600,000 sq ft could come on the market this year, compared with a total availability of more than 10 million sq ft.

Service businesses are most likely to move, particularly banks, finance and insurance companies. Greater London is declining in popularity, with the M25 accounting for more than half the re-locations planned this year.

● Town & City, part of the P & O Group, is to transform its Arndale shopping centre in Wandsworth, south London, as part of a package deal with the local council and J. Sainsbury. Sainsbury is to vacate its store in the Arndale and develop a new, 62,000 sq ft superstore on a 5.25 acre site next to the centre.

It is contributing £1.5 million to the cost of improving the shopping centre. The site of the new Sainsbury store was jointly owned by Wandsworth Council and the Church Commissioners. The latter agreed to sell its land and the council has reached an agreement with the food retailer to sell its part.

● Stewart Nairn Group's new executive chairman is Sir Victor Garland, a director of the Prudential Corporation and

other public companies. The company believes it essential to have a full-time chairman running the company which has an extensive property development programme.

Mr John Crickson, who has been chairman for the past three-and-a-half years, is to leave the group, having seen its assets rise from £88,000 in May, 1982 to £11.7 million today. All the company's developments to date have been funded by institutions or financed with bank borrowings.

Stewart Nairn bought Arbutnot last month, whose sole asset was the Firecrest development in Hampstead, north London. The £4.42 million purchase established the group as a residential as well as a commercial developer. Total sales are estimated at £20 million from the scheme, which is one third sold.

● William Morrison Supermarkets is to develop a £10 million, 260,000 sq ft out-of-town shopping centre at Bradford, West Yorkshire. The group, which has a strong presence in the North, is building its largest superstore yet on the site of the former international Harvester factory, two-and-a-half miles from the City centre.

In addition to the 105,000 sq ft Morrison store, there will be 80,000 sq ft of space devoted to non-food discount retailing. There will be industrial units ranging in size from 200 sq ft to

11,250 sq ft. The scheme should be ready for occupation in the autumn of 1987.

Morrison's store development programme also includes a 44,000 sq ft store at Ashton-under-Lyne, Greater Manchester, and a 66,000 sq ft store in Balfour Beatty's Preston Docks scheme.

● The amount of speculative office space in the City of London available between July and the end of 1987 will fall to 5.5 million sq ft since the beginning of this year. This represents a 33 per cent decline over the six months. Baker Harris Saunders's update of its City Development Survey, published in March this year, reveals not only a decline in the amount of space available, but an increase in the level planned.

Office space due for completion in 1988 has risen from 4.2 million sq ft in January this year to 6 million sq ft in July - a 30 per cent rise in six months.

Less than half of the new 2 million sq ft of space due to be completed by the end of this year was still under way in July. On the other hand, there was 2.9 million sq ft of second-hand space to let in July, none of it in units larger than 50,000 sq ft. There is less than 800,000 sq ft of development space available, according to Baker Harris. But a further 2 million sq ft will be ready next year and another 2.5 million sq ft in 1987.

Office 'curb' threatens Grosvenor income

The Grosvenor Estate is coming to grips with the subject of the temporary office permissions existing on 800,000 sq ft of its prime Mayfair estate.

Grosvenor was given permission to use houses in Mayfair as offices after the Second World War when there was a chronic shortage of office space. The permission runs out in 1990, and Grosvenor has been negotiating with Westminster City Council about the future.

The company has agreed to co-ordinate the applications for the permanent use of the 85 buildings concerned and the first six applications have been made to the council after a pilot study of 22 of the offices. One of the six buildings has been put forward for residential use with the others varying in the degree of office space involved.

There is a big shortage of good office space in Mayfair. Outside the City of London, Mayfair has the highest rents and is a prime office location with premiums being paid for space. Such is the demand for offices that agents are predicting a 'boom' in rents as space comes on the market.

The situation would be worsened by a reduction in office space if the council took a hard line on how many "temporary" office permissions should revert to pre-war residential use.

The Grosvenor Estate, owned by the Duke of Westminster, has never been publicly valued. But 800,000 sq ft of office space in Mayfair is worth billions of pounds with regular increases in income as rent reviews and lease renewals come up.

A reversion to residential use would mean that the value of at least part of that estate would fall, as it is unlikely that anyone could afford to pay as much for a house as an office. Moreover, the estate would not have the benefit of hefty rent rises from the long leases it would presumably give on residential use.

Arbutnot moves to West End

Arbutnot Properties, the company set up by Mr Martin Myers, the chairman and chief executive, is moving its offices from the City of London to the West End.

In the two years since its formation the company has been undertaking developments worth £50 million. These include 24 St James's Square at Pall Mall (18,000 sq ft), Britannia House in Shaftesbury Avenue (16,000 sq ft) and a building in central Paris (70,000 sq ft), all of which are fully let.

Arbutnot is developing 85,000 sq ft of industrial and warehouse space with the Scottish Amicable Life Assurance Society opposite the Brent Cross shopping centre, north London.

In the past 18 months Main Street Shops, Arbutnot's retail subsidiary, took over 12 schemes, including the Hepworths portfolio, and it is the nominated developer for town centre schemes in Leicester and Glasgow.

Projects in the United States and in Europe are being explored.

Redfearn National Glass

"A welcome return to profitability"

Preliminary Announcement

52 weeks ended 29 September 1985

	52 weeks ended 29 Sept 1985 £000	52 weeks ended 30 Sept 1984 £000
Turnover	58,204	56,547
Profit/(loss) before taxation	1,081	(225)
Profit/(loss) after taxation	1,026	(230)
Extraordinary items	1,669	856
Retained profit	2,565	612

Earnings per ordinary share	16.8p	(3.9p)
Dividend per ordinary share	2.0p	0.1p

The figures for the year are abridged from the Company's full accounts for that period, which have received an unqualified auditor's report and will be filed with the Registrar of Companies after the Annual General Meeting.

Mr. John Pratt, Chairman, reports:

- * Significant improvement in trading profit from glass containers.
- * Substantial reduction achieved in bank borrowings.
- * Sale of York factory completed.
- * Transfer of pension fund surplus will cut interest costs.
- * Major capital expenditure on furnace rebuild.
- * Future prospects enhanced by management changes.

REDFEARN NATIONAL GLASS plc,
Monk Bretton, P.O. Box 7, Barnsley, South Yorkshire, S71 2QG

GEORGE H. SCHOLLES PLC

WYLEX WORKS, WYTHENSHAW, MANCHESTER M22 4RA

Manufacturers of Wylex Electrical Products



Extracts from the Directors' Report and Chairman's Statement for the year ended 30th June 1985

	1985	1984
Profit on ordinary activities before taxation	£900	£900
Tax on profit on ordinary activities	4,936	4,716
Profit on ordinary activities after taxation	2,064	2,083
Extraordinary items	2,897	2,623
Profit for the financial year	2,000	2,899
Dividends per share (net)	20.00p	18.00p

The company continues to produce higher profits, although with only a modest increase in turnover. Ever increasing sales of RCCBs and MCBS continues and now constitutes a very significant proportion of the company's turnover.

This satisfactory result allows the board to recommend a final dividend of 14p per share resulting in a total distribution for the year of 20p per share. Strengthening of our engineering team together with close liaison with our customers and the Co-operative Testing Institute in Vienna is proving fruitful in providing the future technology necessary for us to maintain our leading position in the electrical protection field. Indeed, we should like to refer to our comments last year when we said the next two years would be exciting. This has proved to be the case as we move forward into the second half of the 80's.

Note: The accounts shown above for the years ended 30th June 1985 and 30th June 1984 are not full accounts. Full accounts on which the Auditors made unqualified reports will be delivered in respect of the year ended 30th June 1985 and will be delivered in respect of the year ended 30th June 1984, to the Registrar of Companies.

Freeports 'hit by bureaucracy'

By Teresa Poole

The six British freeports - some still list by start-up delays - are renewing pressure on the Treasury to review the customs and tax regulations governing free trade zones.

The freeport operators claim that they are suffering from bureaucracy and that business is being lost to European freeports. Mr Andrew Kent, spokesman for the Association of UK Freeport Operators, said yesterday: "There's no doubt that some of the strange regulations are cutting us out of certain business. What we are trying to do is to attract business here that would otherwise go to the continent."

The freeports - Southampton, Birmingham, Belfast, Liverpool, Cardiff and Prestwick near Glasgow - were set up as an experiment after the 1983 Budget. They offer British and overseas businesses the chance to operate outside the "fence" for import duties and import value added tax.

The operators want transactions within the zones to be VAT free and do not want to have to pay VAT on British-made components brought to the freeports for assembly. In both these cases the VAT is refundable when the finished products are exported. They complain that this creates a lot of paperwork.

The operators also want to be able to store goods subject to excise duties, such as alcoholic drinks and cigarettes, without having to apply for an excise bond each time.

When the Southampton freeport inquired whether such bonds would be easily as there was an excise warehouse 40 miles away.

Mr James Hill, Conservative MP for Southampton Test, put the case for changing the freeport rules to Mrs Margaret Thatcher at the end of July, but the freeports are still awaiting a response from the Treasury. "We are pressing the Government very strongly to make

these changes we do not believe will represent any significant cost to them," said Mr Kent.

At Southampton it took until last week to agree working practices with the unions and the free-trade zone has only just begun operations. At Prestwick, where the freeport is at the airport, there was a nine-month delay during the review of the future of the Scottish airports, and the freeports did not begin business until September.

The most successful freeport is that on a 600-acre site at the port of Liverpool. This began operating in August, 1984. More than 120 million pounds worth of goods have so far passed through it.



John Gunn: asked to take over stake.

Gunn joins board of Abaco

By Alison Eadie

Mr John Gunn, who resigned in September as chief executive of Exco International and became an executive director of British & Commonwealth Shipping Company last month, is joining the Abaco Investments board as a non-executive director.

St Mary Axe Holdings, a subsidiary of British & Commonwealth, and Gartmore Information & Financial Trust have acquired 16.5 per cent of Abaco from Amed Investments. British Commonwealth holds 10 per cent and Gartmore 6.5 per cent.

Abaco, the former Greencoat Properties, is now a financial services group including mortgage broking, estate agency and financial consultancy subsidiaries as well as property.

Abaco approached Mr Gunn about taking over part of Amed's stake. Mr Peter Goldie, a director of Abaco, said he was delighted about Mr Gunn's appointment and about having shareholders "able and willing to support and grow with us".

Abaco made taxable profits in the year to June 30 of £657,000, a rise of 110 per cent. Abaco is seeking more acquisitions in the financial services sector and hopes that Mr Gunn will help to find suitable bid targets.

Raman Subba Row becomes TCCB chairman

Unobtrusive entrance of man with perfect answer

Almost unnoticed this autumn the most influential role among English cricket administrators has changed hands. Raman Subba Row, a former England batsman, who is 53 and a public relations and management consultant, succeeded Charles Palmer as chairman of the Test and County Cricket Board (TCCB), which carries with it the chairmanship of the Cricket Council. In the unobtrusive way these things happen at Lord's, no trumpets blared and no state of the union message was issued, as Mr Subba Row assumed office. His election, however, was recognition that flexibility and vision at the top are needed if cricket is to continue to confront its problems, not least growing commercialism.

Nearly 18 years have elapsed since MCC set up the Cricket Council as the game's governing body. A feeling exists, particularly among new, younger officials, that the council's structure and mode of operating needs further improvement if cricket is to benefit, at every level, throughout the British Isles. The striking presence of entrepreneurs, the possibilities in cable television, with individual sports, perhaps, filming on their own behalf, are other matters that now loom. And the over-riding essential always remains the duty to keep a balance between what is best for cricket, both as a game and as entertainment, and the need to stay solvent.

Mr Subba Row by character and business background seems well-equipped to handle these and other contentious issues, which leave playing problems, like bouncers and over rates, simple by comparison. There have been occasions in the past 20 years when his reforming zeal induced suspicion among cricket's older statesmen. Years of dedicated committee work and steady achievement, both at the Oval for Surrey and at Lord's, have proved his worth. Now he has a wider scope

than ever before. Wisden once referred to Subba Row's style of batting as looking cramped but said for many years he had "provided his critics with the perfect answer - success". It could prove an appropriate text as he steers English cricket through the next few years.

As a cricketer Subba Row might have been unflamboyant but he scored his runs for Cambridge University, Surrey and Northamptonshire with deceptive rapidity. He was born in Croydon, the son of an Indian barrister in the Middle Temple and an English mother, and went to Whitgift school. His retirement at 29, to launch his own business, seemed premature in 1961, after making centuries that season against Australia, in the first and fifth Test matches. One of his first campaigns in the committee rooms was for competitive league cricket in the south and the Surrey clubs' championship set the pattern in 1968. This was the year when MCC established a controlling body for cricket - on the lines of other sports - so that the game could qualify for governmental grant aid.

It meant that MCC's traditional role as a private club, administering English cricket by common consent, was finished. By then Mr Subba Row's qualities had brought him a place on the MCC committee at a much earlier age than usual. In keeping with his positive thinking, he first argued the need for the new TCCB to have a marketing committee and when he became its chairman, he resigned from the MCC committee to give the new body his undivided attention. His resignation was a politically brave act for that era.

To this day the organization MCC created puzzles many outsiders, partly because so many officials seem to be the same people in different

In favour of four-day championship matches

though, has long wished to see four-day championship matches to be given a trial, but he does not favour a two-divisional championship, with promotion and relegation. He used to enjoy playing on uncovered wickets but economics and cricket's need to entertain made this a complex issue. "Perhaps we could have uncovered wickets in some competitions and not in others?"

During the Packer dispute Mr Subba Row, earlier than most officials, recognized the good which might follow, as long as money was channelled into the game, rather than to a few individuals alone. Australian cricket and Packer now co-exist together and a similar approach must be found if other entrepreneurs came on the scene. He feels one overseas player per county is the right ratio for English cricket. "If ever our cricket is strong and attractive enough to do without any - that would be best of all."

Richard Streeton

Subba Row: positive thinking

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Swedes carry a calming influence into the jungle

By Rex Bellamy, Tennis Correspondent

Some of the humanity, some of the unaffected warmth of a professional tennis since it became big business. Thank goodness for the easy-going Swedes. Four of them rank among the 11 leading players. They can look after themselves in the jungle, but all remain delightful company: sportsmen of the old school. They are not alone in that, but their corporate character is a calming influence on the entire men's tennis set.

Such thoughts sprang to mind while Anders Jarryd and Joakim Nystrom were winning on adjacent courts during the Benson and Hedges championships at Wimbledon yesterday. These two lie at opposite poles of the Swedish temperament. Jarryd is the noisiest, most highly strung, most excitable of the lot. By contrast, Nystrom looks so sleepy, so insouciantly casual, that it must be awfully frustrating to take a hiding from him — as most players do.

Jarryd, who beat Heinz Gumpthardt 6-3, 6-3, is a tense, spangly man. His tennis is always on the boil, and he is prone to echoing asides couched (probably for the best) in Swedish. He bounces around the court like a ping-pong ball on a rattled table. Having hit a particularly good approach shot, Jarryd charges the net like a cork coming out of a bottle, or a greyhound out of a trap. Have you ever disturbed a wasp's nest? That was how it was for Gumpthardt yesterday (as it was, indeed, at Wimbledon).

Nystrom had a 6-4 win over Guy Forget, a tall, boyish left-hander, with uncommonly broad shoulders. Nystrom looks so lethargic, so dreamy, that one often wonders how he raises the energy to change ends without taking a nap on the way. There is such a soporific rhythm about him that the damage he does is incredible.

One has to watch the other man to appreciate the quality of

Nystrom's tennis. At times, the angular Forget was jerked about like a marionette with a thousand pulling strings. Forget began to shake his head, and talked to himself, doubtless wondering how anyone who looked so harmless could do so much harm.

Another Swede, Jan Gunnarsson, had disposed of John Lloyd in the last singles on Tuesday evening, and did not get to bed until one o'clock. For some inexplicable reason, he then had to play the first match yesterday morning, though five of the 16 first-round matches had yet to go on court. The edge had gone from Gunnarsson's game. He led in both sets, but was beaten 7-5, 6-3 by Mike Leach.

Libor Pimek, who ranks thirty seventh in the world, but had to qualify, led 4-2 in his first set with that compulsive racket-twiddler, Nystrom. But Pimek lost the next five games and later retired. He had twisted an ankle the previous day, and the injury was aggravated by yesterday's match.

The only early match to last three sets was that in which Ramesh Krishnan beat John Sadri 6-4, 3-6, 6-4. The contrast between Krishnan's deft, beautifully timed ground strokes and Sadri's power play was really interesting, and often delightful.

The stroke that gave Krishnan the crucial service break was a tantalizing cross-court forehand that floated across the advancing Sadri with all the gentle fragility of a bubble blown by the softest of breezes.

The only problem, for Sadri, was that he could not reach it.

FIRST ROUND: J. Kriek (US) bt L. Pimek (CZ) 6-4, 5-2; A. Jarryd (Swe) bt H. Gumpthardt (Swi) 6-3, 6-3.

SECOND ROUND: M. Leach (US) bt J. Gunnarsson (Swe) 6-4, 6-3, 6-3; J. Sadri (US) 6-4, 3-6, 6-4; J. Nystrom (Swe) bt G. Forget (Fr) 6-4, 6-3.

TUESDAY'S LATE RESULTS: First round: J. Sadri (US) 6-4, 3-6, 6-4; J. Nystrom (Swe) 6-4, 3-6, 6-4; J. Gunnarsson (Swe) 6-4, 3-6, 6-4; J. Nystrom (Swe) 6-4, 3-6, 6-4.

OPENING ROUND: J. Kriek (US) 6-4, 5-2; A. Jarryd (Swe) 6-4, 3-6, 6-4; J. Gunnarsson (Swe) 6-4, 3-6, 6-4; J. Nystrom (Swe) 6-4, 3-6, 6-4.

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OPENING ROUND: J. Kriek (US) 6-4, 5-2; A. Jarryd (Swe) 6-4, 3-6, 6-4; J. Gunnarsson (Swe) 6-4, 3-6, 6-4; J. Nystrom (Swe) 6-4, 3-6, 6-4.

OPENING ROUND: J. Kriek (US) 6-4, 5-2; A. Jarryd (Swe) 6-4, 3-6, 6-4; J. Gunnarsson (Swe) 6-4, 3-6, 6-4; J. Nystrom (Swe) 6-4, 3-6, 6-4.

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RUGBY UNION: HOME UNIONS' BREATHING SPACE OVER S AFRICA



Predatory hands try to dispossess Malone of the ball (Photograph: Chris Cole)

Middlesex almost eclipsed

By Peter Marson

Hertfordshire10
Middlesex13

Middlesex, holders of the Thorne-EMI county championship, completed the victory they desperately needed at Croyley Green yesterday, but only narrowly, by a try, and three penalty goals to a try, a dropped goal and a penalty goal. In a rather sprawling, injury-ridden match, Middlesex, by the end, had all but been eclipsed by Hertfordshire in a wonderfully spirited display.

With no side approaching Hertfordshire massed to launch yet one more offensive, and when Holmes, positioned along the 22 and in front of the posts, took careful aim and coolly dropped a goal, Hertfordshire drew level at 10 points all. Having gone off at great pace by scoring a try and two penalty goals in the first quarter, Middlesex became increasingly

confused by Hertfordshire's skill and industry in a rousing performance and now, with but a few minutes to go, they were in danger of being eclipsed. But, with Butcher and Jackson of Harlequins combining in a sortie down the left flank, Middlesex turned an all important corner when Hertfordshire conceded a penalty.

Striving to tie up the ball at an angle along the 22, kicked his third penalty goal out of six attempts to win the match for Middlesex. It had been a close call, and if in exceeding their expectations Hertfordshire surprised Middlesex, and possibly themselves, then it is fair to point out that the champions fielded a side short of near enough half the team which had triumphed against Notts Lines and Derbys in the final at Twickenham last season.

The choice of Rees, a 19-year-old Harrow schoolboy at stand-off half, was an interesting one. This was a passer and runner of the ball then

his sturdy athletic frame gave plenty of punch to his lengthy line kicking. It was close on half-time before Hertfordshire's efforts found reward in their first four points. But this was a splendid try by Wood, their left wing, who did all that was asked of him in an exciting run and more, by rounding Stringer easily on his way to the line.

SCORERS: Hertfordshire: Try: Wood. Drop goal: Holmes. Penalty goals: Stringer. Middlesex: Try: John Butler. Penalty goals: Stringer. Middlesex: Try: John Butler. Penalty goals: Stringer.

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Lions tour decision delayed till January

By David Hands
Rugby Correspondent

While the prospects of a British Lions tour to South Africa recede each day that reports of civil unrest emerge from the Republic, no public decision on next summer's tour is likely to be made by the four home union committees until January. This will allow time for further discussion by each union, who may feel that the safety of their players can hardly be guaranteed in the present circumstances.

The Rugby Football Union, who signalled approval for the tour last April, are likely to discuss the subject at their next full committee meeting on November 22. Brian Davies, chairman of the committee, is also keen to discuss the tour with England's leading players probably at squad training shortly after Christmas.

The fact that the RFU, who approved England's tour to South Africa in 1984 by an overwhelming majority, believe a review is necessary is indicative of the concern felt by the game's administrators in this country. Scotland, who play host to the Commonwealth Games next year (due to start shortly after the Lions tour would end), have already expressed concern since their union would not wish to endanger a major Games on their doorstep, even though rugby has no part in it.

Though the visit to South Africa, scheduled for next May, June and July, has been linked into the International Board diary for many years, no formal invitation has yet been received from South Africa, and it is unlikely they would issue one were they doubtful about its reception. All the physical signs, too, indicate that Australia are clearing the way for the first full tour to that country by the Lions.

The Australians have put off the proposed visit of Romania next summer, and France, who were also due to visit South Africa next year, have agreed in principle to a round-trip tour to South America, New Zealand and Australia as their preparation for the world tournament in 1987. Therefore Australia could accommodate, let us say, a 15- or 18-match tour by the Lions and still make their own proposed tour to New Zealand later in the year.

Mickey Steele-Bodger, chairman of the four home unions' tours committee, said: "I believe that the consensus of opinion of the four home unions is that the tour is a very important one and that it should be given preliminary provisional approval for the tour, but not much importance can be attached to this because the position could change overnight."

"We can wait until January before reaching a final verdict because we know from previous experience that a tour can be mounted in a month. When we do debate the matter all relevant issues will be very thoroughly considered."

The sending of Miss Soutter immediately below the title holder, Martine Le Moignan, and her long time rival, Miss Opie, caused some muttering in the cramped temporary women's changing-rooms behind the all-enclosed pavilion at the court erected at Temple Meads. The likely alternative was Alison Cumings, another former champion, but she went out to Heather Wallace in the quarter-finals.

With previous wins over Miss Soutter, the junior world champion, and her long time rival, Miss Opie, caused some muttering in the cramped temporary women's changing-rooms behind the all-enclosed pavilion at the court erected at Temple Meads. The likely alternative was Alison Cumings, another former champion, but she went out to Heather Wallace in the quarter-finals.

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Lyle takes the palm as the warrior king of the fairways

RACING: RIGHTHAND MAN 8-1 FOR CHELTENHAM GOLD CUP DESPITE WIDE-MARGIN KELSO DEFEAT

Hazy Sunset can confirm his first-season promise

By Mandarin (Michael Phillips)

Following his exciting display of crisp, clean jumping, at Sandown Park where he lopped three seconds off the course record for two and a half miles, Duke of Milan must be the choice to win the Silver Buck Chase at Wincanton today.

After my selection had been left for dead by Everett at Kempton Park on his reappearance Nick Gaselee, his trainer, was so disappointed and worried that he had him checked over thoroughly by his vet on his return to Upper Lambourn. When that examination failed to produce an explanation Gaselee was left hoping that Duke of Milan was simply rusty after his long rest, because he was adamant that he did not fail at Kempton through lack of stamina.

Naturally, Gaselee was relieved when Duke of Milan turned in such a heartening display at Sandown next time out.

In that sort of form, he will be hard to catch again this afternoon, especially as Charter Party, his principal rival, has not raced since last April. If either of the other two win, the handicapper will blush, because their official ratings are outside the confines of this limited handicap.

Hazy Sunset, who is napped to beat the Badger Beer Handicap

cap Chase, looks the type to do well in what will be his second season over fences. Last winter he was successful at Sandown and Newbury before he finished third to Buck House in his last race at Ayr. King or Country, who would be a danger at his best is now rising 15 years old and not in my opinion the force he was.

Horses trained at Bridgwater in Somerset by John Thorne invariably command a colossal following at Wincanton. And after his runaway victory at the last meeting there, Beltane The Smith may well be up to delivering the goods again in the Baron Blakeney Handicap.

Visitors to Uttoxeter today will have the pleasure of watching half brothers to Gaye

Brief and Corbiere in action. The Capo Familia is the younger half brother of Gaye Brief, the horse who won the Champion Hurdle in 1983. He will have his first race over hurdles in the Maldon Timber (EBS) Novices' Hurdle for which Kim Bailey's Southwell winner Drydheal is preferred on the grounds of experience.

Repent, a half brother to the Grand National winner, Corbiere, makes his English debut in the Dove Handicap Hurdle, having spent his formative days in the care of Tony Hammond in Ireland. The winner of a bumper at Punchestown in January and a hurdle race at Navan two months later, Repent certainly looks like a horse one should keep a sharp eye on. However, this time I just prefer Mercy Rimel's five-year-old, Broad Beam.

Towcester racecourse has proved a happy hunting ground in the past for Basil Thwaites's six-year-old, Chasm, whose elder half brother Dramatist was such a good horse on his day. Unfortunately, Chasm has had more than his share of problems, principally with his back, but judged on the way that he won at Stratford a week ago, he may well be capable of winning the Grants of St James Wholesale Handicap Chase under top weight.



Duke of Milan, the assured favourite for Wincanton's Silver Buck Chase after his record-breaking Sandown win

Dickinson's star seeks repeat win

Peter Piller paid a flying visit from Switzerland to see his horse, Why Forget, land the Ardal Conquest Chase Handicap at Kelso yesterday afternoon for the second successive year, beating Right Hand Man by six lengths. Why Forget, a 10-year-old gelding, was only the second horse to win the Ardal Conquest Chase Handicap since it was first run in 1961.

Right Hand Man was quoted 8-1 for the Cheltenham Gold Cup by the Cheltenham Gold Cup Committee, his trainer, said. "He ran a blinder. Right Hand Man is really delighted with his racing and will now have more race before going for a repeat victory in the Welsh National."

Ballymore earned a 50-1 quote for the Daily Express Triumph Hurdle when finishing a Ridley Lamb-Arthurs Stephenson double with a front six-length success in the Scottish Breeze Hurdle. Lamb-Arthurs jumped him to the front at the last and Ballymore scored impressively despite veering to the right on the long run-in.

Stephenson and his stable jockey had started the day by being called before the stewards after Stand Back, who started as even-money favourite, trailed in a distance and 30 lengths behind Somerset in the three-horse Cherrytrees Handicap Chase.

The stewards heard that Stand Back was never galloping or jumping with his usual fluency and was probably suffering from physical discomfort. The vet upheld this view adding that the gelding showed signs of colic after the race and the stewards accepted the explanation.

Yesterday's results

Newbury

Going good to firm
1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

Wolverhampton

1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

Laurel runners

The field for Saturday's \$400,000 Washington DC International at Laurel has been announced as follows: Abary (G. Boscaglia), Bob Kelly (L. J. Piggott), Helen Street (W. Carson), Lady (C. Asmussen), Jupiter Island (I. Vades), Mouriane (J. Santos), Strawberry Road (S. Causton), Triptych (W. Shoemaker), Vanlandingham (J. Piggott), Vanlandingham (J. Piggott), Vanlandingham (J. Piggott).

Kelso

1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

Towcester

Going good to firm
1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

Uttoxeter

Going good
1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

Wincanton

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Wolverhampton

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School governors do not bind council

On April 18, 1981, Mr Honeyford was appointed the head teacher of Drummum Middle School under the standard form of service contract negotiated and agreed by the defendant council with the teachers' union. That was a surrounding circumstance which had to be taken into consideration when construing the contract.

The problem in the present case was whether a recommendation not to dismiss was one which the defendant council was bound to accept. The key words for construing the contract were "the recommendation of the governors".

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Laurel runners

The field for Saturday's \$400,000 Washington DC International at Laurel has been announced as follows: Abary (G. Boscaglia), Bob Kelly (L. J. Piggott), Helen Street (W. Carson), Lady (C. Asmussen), Jupiter Island (I. Vades), Mouriane (J. Santos), Strawberry Road (S. Causton), Triptych (W. Shoemaker), Vanlandingham (J. Piggott), Vanlandingham (J. Piggott), Vanlandingham (J. Piggott).

Kelso

1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

Towcester

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Uttoxeter

Going good
1.00 (2m 100yd) 1. INSULAR (R. Kelly, 5-4 fav), 2. G. O'Brien (J. Gifford, 10-1), 3. G. O'Brien (J. Gifford, 10-1), 4. G. O'Brien (J. Gifford, 10-1), 5. G. O'Brien (J. Gifford, 10-1), 6. G. O'Brien (J. Gifford, 10-1), 7. G. O'Brien (J. Gifford, 10-1), 8. G. O'Brien (J. Gifford, 10-1), 9. G. O'Brien (J. Gifford, 10-1), 10. G. O'Brien (J. Gifford, 10-1).

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Wolverhampton first-aid men become target

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No one was injured but two officers went to the scene at the first race of the day. A police spokesman said: "We found no evidence of a gun having been fired and householders on the estate in the near vicinity heard nothing."

It was just one of many problems for the racecourse which suffered a record low attendance with just 180 paying customers turning up. Many of them would have stayed at home if they had been aware non-runners were going to weaken the card and even further, leaving two walkovers, and two races with just two runners. In all only 19 horses turned up, and they were heavily outnumbered by bookmakers.

John Ford, clerk of the course, said: "A paying attendance of only 180 is the worst I can remember. We are bound to lose money. It is disappointing but understandable that trainers are waiting for better ground conditions before running their horses."

Trainers were able to withdraw horses without incurring fines because overnight frost was slow to come out of the ground. Stewards inspected the course at noon and declared it was fit for racing. Most of the jockeys reported it was perfectly safe to race.

Richard Dunwoody, who had an armchair ride on Abigail, the 6-1 on favourite in the Pendeford Chase, beating Pompadour by eight lengths, was lucky to escape serious injury when the gelding suddenly veered after the winning post, throwing the jockey between a gate and a wall. Dunwoody was able to ride in the final race of the day.

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☎ Trade 01-278 9161/5

1. The first step in the process is to identify the problem or issue that needs to be addressed. This involves gathering information and understanding the context of the problem.

Taxmen sink new pay structure for Civil Service

By David Felton, Labour Correspondent

Prospects of the Civil Service unions reaching agreement with the Government on a new long-term pay system were effectively scuppered last night when leaders of the tax officers' union voted narrowly to reject the proposed formula.

In a 15-11 vote at the end of a meeting spread over two days, the executive of the Inland Revenue Staff Federation threw out the Treasury's offer, largely because the Government will not concede the principle of unfettered access to arbitration to settle pay disputes.

The executive's recommendation will now go to a special delegate conference next month which will, in turn, make a recommendation for a secret ballot of the union's 60,000 members. Officials said last night that it was inconceivable that the membership would overturn the recommendation.

Added to the opposition of the First Division Association of senior Civil Servants, the Civil Service Union, Northern Ireland public service workers and a certain vote tomorrow by the Society of Civil and Public Servants, the IRSF decision means that the pro-formula unions will not be able to muster the necessary majority in the umbrella body, the Council of Civil Service Unions.

The largest union, the Civil and Public Services Association has voted narrowly in favour of the Treasury's offer, but that decision could be overturned at a special conference, dominated

by left-wing delegates, which has been called for January.

Mr Tony Christopher, IRSF general secretary, said after his executive meeting that the Government had missed an opportunity. "These past few years it has sown mistrust among civil servants and its harvest was destined to be a continuing right to refuse arbitration and upon a right to suspend the whole agreement if the Government thought fit."

The Treasury is understood to take the view that the deal will not be completely dead until the CPSA conference on January 23 and may well sanction the start of a limited comparability exercise with the Office of Manpower Economics collecting pay data on salary movements outside the Civil Service.

Union leaders will meet next Tuesday to decide a joint approach to the Treasury. There may be some pressure from the Institution of Professional Civil Servants, the only other group to back the formula, that it should be allowed to make its own arrangements with the Government.

The nine-month social security computer strike at Newbury, caused by a plan to cut shiftwork costs by about £700,000 a year, cost the taxpayer about £170 million.

The strike ended in January and the backlog of work was generally cleared by June.

Pay league, page 2

Shadow of Yurchenko over Geneva summit

Continued from page 1

there are grave doubts about the quality of information Mr Yurchenko provided, and even whether he was a senior KGB man. One thing is certain: he learned at first hand the interrogation techniques of the CIA and may have gained useful information about other aspects of the agency's workings.

In addition to the political capital being made out of the Yurchenko affair, the Soviet authorities have also encouraged their state-controlled media to engage in an unceasing barrage of anti-American propaganda. Some observers believe that this may be designed to prepare the Soviet public for the

expected failure of the Geneva meeting to produce concrete agreements on substantive issues.

This anti-American campaign reached new proportions yesterday with bitterly worded attacks and commentaries on topics ranging from Star Wars and alleged US aggression in the Third World to the claim that the US had attempted to lure Soviet seaman, Miroslav Medved, to defect from his ship in New Orleans.

While Washington insisted that the sailor had jumped ship twice and later changed his mind over seeking asylum, the Soviet state union paper *Truth* said yesterday that he had, in fact, fallen overboard.



Mrs Armand Hammer, the Princess and Prince of Wales and Joan Collins during the reception at Breakers Hotel.

Royal charity dance nets \$2.5m

The Prince of Wales danced with Joan Collins, star of *Dynasty*, at a glittering charity dinner dance at a Palm Beach hotel on Tuesday night at which tickets cost up to \$50,000. The 400 paying guests included Bob Hope, Cary Grant, and Gregory Peck.

Miss Collins, aged 52, who was escorted by her new husband Peter Holm, was wearing a black strapless dress. The Princess of Wales wore

a pink velvet Chelsea Design Company dress and a three string-pearl choker. Her dancing partners included Gregory Peck.

The dinner, at the end of the royal couple's 4-day US tour, raised \$2.5 million for United World Colleges, set up in 1962 to promote international understanding and peace through education. It had been heralded as the social event of the season.

Party for pop stars

The Prince and Princess of Wales are giving a party on Tuesday for pop stars who have helped the Prince's Trust.

The guests for the reception at a London recording studio include the Rolling Stones, Duran Duran, Eric Clapton, Phil Collins and Genesis, Pete Townshend, Status Quo and Spandau Ballet.

The trust was set up in 1976 at the Prince's initiative to help disadvantaged young people. Every guest has given one of their best tracks for a double

album to be released before Christmas in aid of the trust.

The album, to be called "The Prince's Trust Collection", stands an excellent chance of being a world wide hit, a trust spokesman said yesterday.

But he denied reports that the stars had been invited to "boogie the night away" with the royal couple. "It is an informal private reception, the traditional way for the Prince of Wales to thank people."

After dinner the royal couple started the dancing together, then separated to dance with other guests.

The Prince was warmly applauded for a speech in which he said he was fed up with people saying that United World Colleges was merely a pet project of the late Lord Mountbatten. He was also annoyed by those who said it was elitist.

"What I want to know is: what is actually wrong with an elite, for God's sake: how on earth does anyone expect to get anything done in life unless there is some effort to educate people's characters as well as their minds?"

Minutes after the Prince and Princess of Wales had finished dancing and departed, Miss Collins swept on to the dance floor with her new husband.

The Prince and Princess flew back to Britain last night after telling American friends that they were leaving with the warmth and welcome of Washington and Palm Beach "ringing in our ears."

Israel on brink as Peres seeks to dismiss Sharon

Continued from page 1

of the Citizens' Rights Movement. But both of these groups are anti-clerical, and their support would make it all the more difficult to bring religious party members into a Labour administration.

Likud could expect support from Tachia, which has five very right-wing members, and might win support from Kach, represented by the radical Zionist Rabbi Meir Kahane.

Both groups would have extreme difficulty in holding together a majority of 61 seats, and it would be extremely difficult for such a government to introduce the controversial measures that would be needed for any peace negotiations to go ahead.

The crisis comes because Mr Sharon has in effect accused Mr Peres of carrying on secret negotiations with Jordan without informing the Government. Even though these would lead to Israel having to surrender control over territory it has occupied since 1967.

Because of the security risk involved Mr Sharon, who was dismissed as Defence Minister after the Sabra and Shatila massacres in Lebanon in 1982, insists that this is a subject which must be brought before the full coalition Cabinet.

Mr Sharon has refused consistently to refer to Mr Peres as "the Prime Minister" in his frequent interviews and speeches, and was accused of "acting with deliberate and premeditated stoniness".

This attack came while Mr Peres was making a speech to the United Nations ignoring the rule against attacking the Prime Minister when he was out of the country.

Rather than hold secret talks with Jordan, Mr Sharon argued, Israel should be using its military power to force the Syrians to strike. How can we call for negotiations without getting rid of the terrorists first?

Sharon Showdown, page 14

High Court contempt apology by NUM today

Continued from page 1

personal powers over the discharging of the contempt order might require Mr Scargill and the union's other two national officials to be present in court to be cross-examined, and to give verbal undertakings in addition to those contained in the affidavit.

The union is likely to point to the example of the lifting of the South Wales area of the NUM in which the area's leaders were not called for cross-examination and the judge did not even insist on a formal apology or undertakings of further obedience to the courts.

But barristers specialising in contempt law stressed yesterday that it was rare for those seeking to purge their contempt not to be present. Mr Joe Wain, the former general secretary of the National Graphical Association, went into the witness box to amplify a written affidavit when the union purged its contempt committee during the dispute with Mr Eddy Shaw's Messenger's Group of Newspapers at Warrington.

The receiver's report is likely to be required by the judge, partly as evidence of how far the union's leaders are showing signs of co-operating with court orders relating to the receiver's ship and can therefore be relied upon to be sincere in making their apology.

In the past two weeks there has been a significant shift in attitude indicating willingness on the part of the union to comply and remove any obstacles that remain at the path of the lifting of sequestration.

An undertaking has been given over £4 million that will be held pending possible legal action by the union. That legal action will not now take place.

Although there may be questions outstanding as to one or two small sums of money, the bulk is now thought to have been accounted for by the receiver.

If the judge is satisfied that the union's authority has been complied with, it is certain to comply with outstanding matters, the sequestration order will be discharged.

An application by the union's new trustees for the lifting of the receivership is likely to follow on quickly, perhaps early next week, before Mr Justice Mervyn Davies.

THE TIMES INFORMATION SERVICE

Today's events

Royal engagements

The Duke of Edinburgh, as Patron and Trustee, attends a reception at St James's Palace for young people who have reached the Gold Standard in the Duke of Edinburgh's Award, 11 to 12 and 4 to 5.

The Queen Elizabeth The Queen Mother attends a reception at the Imperial War Museum to mark the 40th Anniversary of the Special Forces Club, 6.30.

Princess Anne opens the new Trafford Magistrates' Courts, Sale, 7.15.

Trafford, Greater Manchester, 11.25: In the afternoon she visits the Brookvale Home for the Mentally Handicapped and opens their new Hydrotherapy Pool at Prestwich, 1.30; in the evening she attends a charity performance of "Tatwood '85" in aid of the Prospect Foundation at the Wyvern Theatre, Swindon, Wilts, 7.15.

The Duke of Gloucester, as President of the Institute of Advanced Motorists, attends a luncheon at IAM House, 359/365 Chiswick High Road, W4, 12.15.

The Duke of Kent, as President of the Royal United Services Institute for Defence Studies, presents the

New exhibitions

Art for the Bunker by Terry Atkinson; Hutton Gallery, University, Newcastle upon Tyne; Mon to Fri 10 to 5, Sat 10 to 4.30, closed Sun (ends Dec 20).

Thomas Howard, Earl of Arundel (1586 to 1646); Ashmolean Museum, Beaumont Street, Oxford; Tues to Sat 10 to 4, Sun 2 to 4, closed Mon (ends Jan 12 1986).

Exhibitions in progress

A Golden Touch: silver, gold and jewellery of W. T. Blackland 1885 to 1949; Pre-Raphaelite Women, both City Museum and Art Gallery, Chamberlain Square, Birmingham; Mon to Sat 10 to 5, Sun 2 to 3; Pre-Raphaelites end Jan 2, 1986 and the Golden Touch (ends Jan 5 1986).

Paintings and lithographs by Xavier Degans; Ransgate Library Gallery, Guildford; Lawn, Ramsgate; Mon to Sat 9.30 to 5, Thurs to Sat 9.30 to 5, closed Sun (ends Nov 16).

English and Welsh landscapes by Dionne Page; Chelmsford and Essex Museum, Oaklands Park, Moulsham Street, Mon to Sat 10 to 5, Sun 2 to 5 (ends Nov 24).

French printmakers 1890-1960; James Moyle Print Room and Art Library, Aberdeen Art Gallery, Schoolhill; Mon to Sun 10 to 12, 2 to 6 (ends Nov 28).

A Decorative Art - 19th Century wallpapers: The Whitworth Art Gallery, Whitworth Park, Manchester; Mon to Sat 10 to 5, Thurs 10 to 9, closed Sun (Dec 21).

South Wales Art Society - 90th exhibition of members' work; Turner House, Plymouth Road, Penarth; Tues to Sat 11 to 12.45, 2 to 5, Sun 2 to 5, closed Mon (ends Nov 17).

Dorset Dimensions - work by Geoffrey Teycheney; Dorset County Museum, Dorchester; Mon to Fri 10 to 5, Sat 10 to 1, 2 to 5, closed Sun (ends Nov 25).

Recital by Lesley Gwyther and John Peace (violin and piano), Liverpool Parish Church, Fish Head, 1.05.

Recital by Ursula Smith (cello) and Andrew Wilde (piano), Royal Exchange Theatre, St Anne's Square, Manchester, 1.

Recital by Michael Cox (flute), Nigel Clayton (piano), Leicestershire Museum and Art Gallery, New Walk, Leicester, 12.45.

Concert by the Roth Quartet, St George's, Brandon Hill, Bristol, 1.

Concert by the Park Opera Group, Pump Room, Bath, 7.30.

Concert by various bands in aid of the "Don't Sniff At Life Fund", The Civic Centre, Aylesbury, Bucks, 5.30.

General

Great Western Railway Film Show, Greenford Hall, Ruislip Road, Greenford, Middlesex, 7-10.

The Sociology of Electronics: The Physics of Metals by Michael Sturge; Newton-Sonn, University of Exeter, St German's Road, Exeter, Room 1A, Queen's Building, 4.30.

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New books - paperback

The Literary Editor's selection of interesting books published this week.

FICTION One Fine Day, by Mollie Pantar-Dowson (Virago, £2.99)

NON-FICTION Empire of the Sea, by Anthony Sampson (Coronet, £2.99)

Robert's Paradise, by R. Kingston Ward (Weidenfeld, £3.95)

Mark by Divine Right, by Andrew Huxton (St Andrew Press, £4.75)

Paradise, by Robert Hargrove and Patricia Hargrove (Penguin, £2.95)

The English Companion, by Geoffrey Smith (Penguin, £2.95)

Witnes to War, an American Doctor in El Salvador, by Charles Clements (Fontana, £2.95)

The papers

The Daily Express says a halt to the testing, production and deployment of all nuclear weapons, as urged by the newly-launched British Peace movement - sounds a wonderful idea. Sadly, it is not. It would leave Russia with a clear strategic superiority over the United States, the ultimate guarantor of Western Europe's likelihood of success.

The Star says at £2.4 billion the cost of storing the Common Market's food surpluses is not just a gross waste of money but a moral outrage. And how typical of the laissez-faire spirit of Brussels that they should try to hide the true cost in yet another mountain of paper and economic gobbledegook.

To anyone bar the blind Ecologists it would seem obvious that apart from some fat farmers, the overwhelming majority of people want an end to the madness of the Common Agricultural policy.

Anniversaries

Births: Robert Fulton, Lancaster Co Pennsylvania, 1765; Sir Charles Lyell, geologist, Kinnordy, Forfarshire, 1797; Claude Monet, Paris, 1840; Jawaharlal Nehru, first prime minister of India, 1947-64; Allala-bhai, 1839; Aaron Copland, New York, 1900; Deaths: Neil Gwynne, London, 1987; Gottfried Leibniz, Hannover, Germany, 1716; Georg Wilhelm Hegel, Berlin, 1831; Frederick Sligh Roberts, 1st Earl Roberts, field marshal, St Omer, France, 1914; Hector Hugh Munro ("Saki"), killed in action, France, 1916; Manuel de Falla, Alta Gracia, Argentina, 1946.

The pound

	Bank of England	Bank of America	Bank of Canada	Bank of France	Bank of Germany	Bank of Italy	Bank of Japan	Bank of Netherlands	Bank of Sweden	Bank of Switzerland	Bank of USA
Australia \$	2.72	2.72	2.72	2.72	2.72	2.72	2.72	2.72	2.72	2.72	2.72
Belgium F	20.36	20.36	20.36	20.36	20.36	20.36	20.36	20.36	20.36	20.36	20.36
Canada C	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25
Denmark Kr	136.48	136.48	136.48	136.48	136.48	136.48	136.48	136.48	136.48	136.48	136.48
France F	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55
Germany M	2.36	2.36	2.36	2.36	2.36	2.36	2.36	2.36	2.36	2.36	2.36
Italy L	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36
Japan Y	163.60	163.60	163.60	163.60	163.60	163.60	163.60	163.60	163.60	163.60	163.60
Netherlands G	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20
Portugal Esc	200.48	200.48	200.48	200.48	200.48	200.48	200.48	200.48	200.48	200.48	200.48
Spain Ptas	166.37	166.37	166.37	166.37	166.37	166.37	166.37	166.37	166.37	166.37	166.37
Sweden Kr	11.48	11.48	11.48	11.48	11.48	11.48	11.48	11.48	11.48	11.48	11.48
Switzerland F	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48
USA \$	1.93	1.93	1.93	1.93	1.93	1.93	1.93	1.93	1.93	1.93	1.93

Parliament today

Commons (2.30): Debate on European Community budgets for 1985 and 1986.

Lords (5): Debate on the economic and social consequences of the new technologies.

Portfolio

Monday-Saturday record your daily Portfolio total.

Add these together to determine your weekly Portfolio total.

If your total matches the published weekly dividend figure you have won outright or 50 per cent of the prize money stated for the week and must claim your prize as instructed below.

How to claim

Telephone The Times Portfolio claims line 01-477 1234. The line is open from 10.00 am to 5.00 pm on the day your overall total matches The Times Portfolio dividend. No claims can be accepted outside these hours.

You must have your card with you when you telephone.

If you are unable to telephone someone else can claim on your behalf but they must have your card and call The Times Portfolio claims line between the stipulated times.

The above instructions are applicable to all weekly and weekly dividend claims.

Some Times Portfolio cards include minor variations to the instructions on the reverse side. These cards are not invalidated.

The wording of Rules 2 and 3 has been expanded from earlier versions for clarification purposes. The Game itself is not affected and will continue to be played in exactly the same way as before.

Weather

A complex trough of low pressure will move over Britain with a cold northwesterly airstream following into most parts.

6 am to midnight

London, SE London, E Angles: Becoming cloudy with occasional rain, perhaps preceded by sleet, winds S or SW moderate or fresh, max temp 7C (44F).

Gen S, SW England, Midlands, Channel Islands, S Wales: Cloudy, occasional rain becoming clearer with wintry showers, winds S moderate or fresh, becoming NW fresh later, max temp 8C (46F).

E, NW, Cent, NE England, N Wales, Lowland Scotland: Mainly cloudy, rain or showers, some sleet or snow, chilly over hills, winds S moderate or fresh, becoming NW fresh later, max temp 8C (46F).

Isle of Man, SW Scotland, Glasgow, Argyll, N Ireland: Rain clearing, sunny intervals and showers, heavy at times with hail, sleet or snow, winds S fresh or strong becoming NW strong perhaps gale in exposed parts, max temp 8C (46F).

Borders, Edinburgh, Dundee, Aberdeen, Can Highlands, Moray Firth, NE Scotland, Orkney: Rain of sleet, some snow, heavy at times, turning more showery later, winds S fresh or strong, becoming NW strong perhaps gale, max temp 7C (45F).

Shetland: Mainly dry, rather cloudy, rain later, winds S strong or gale, max temp 7C (45F).

Outlook for tomorrow and Saturday: The 6 becoming mostly dry and cold after wintry showers or outbreaks of rain or sleet, N becoming milder with some rain.

SEA PASSAGES: North Sea: Gales of Down: Wind SW or S light becoming moderate rain later, visibility good becoming moderate later, sea slight becoming moderate, English Channel: Wind S or SW moderate or fresh becoming fresh or strong later, rain then showers, visibility moderate becoming good, sea moderate perhaps rough later, St George's Channel: Wind NW fresh or strong perhaps gale at times rain then showers, visibility mainly good, sea rough.

First Quarter: November 19.

Lighting-up time

London 4.43 pm to 8.49 am

Edinburgh 4.27 pm to 7.19 am

Birmingham 4.44 pm to 7.05 am

Manchester 5.00 pm to 7.05 am

Yesterday

Temperatures at midday yesterday, C: cloud: 1; rain: 0; sun: 0

London

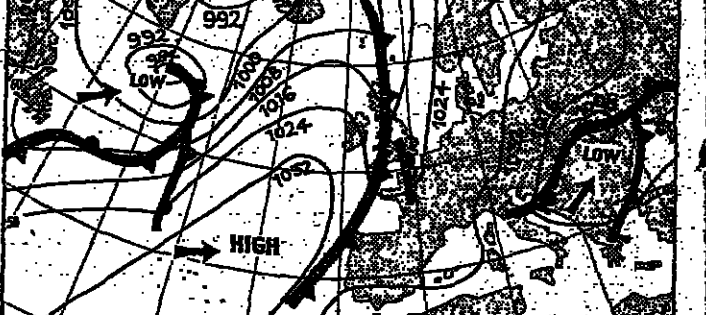
Yesterday: Temp: max 8 am to 6 pm, 8C (46F); min 6 pm to 8 am, 0C (32F); Humidity: 6 pm to 7 pm, 70 per cent; Rain: 2.4 mm to 5 pm, 4.8 mm; Sun: 6 am to 8 am, 6.4; Bar: mean sea level, 6 pm, 1025.1; Wind: 6 am to 8 am, average 3C 0/7F; 1,000 mb: 25-25.5.

Highest and lowest

Yesterday: Highest day temp: Penzance 19C (66F); Lowest day temp: Aberdeen 3C 37F; Highest night temp: London 10C (50F); Lowest night temp: Glasgow 5C (41F).

NOON TODAY

Pressure is shown in millibars. Fronts: Warm, Cold, Occluded. Symbols are an advancing signal.



High tides

TODAY

Location	AM	HT	PM	HT
London Bridge	2.28	7.3	2.40	7.5
London Tower	2.30	7.5	2.42	7.7
Amsterdam	8.04	13.9	8.25	13.7
Belfast	17.42	2.5	17.55	2.8
Birmingham	12.52	12.5	13.05	12.8
Bristol	6.41	5.8	7.07	6.7
Cardiff	11.42	8.9	11.55	9.2
Edinburgh	1.18	6.1	1.30	6.4
Glasgow	1.18	6.1	1.30	6.4
Harwich	10.57	4.9	11.27	4.9
Leamington	6.52	7.9	7.10	7.8
Leeds	6.52	7.9	7.10	7.8
Liverpool	6.52	7.9	7.10	7.8
London	10.14	1.7	10.00	1.8
Manchester	12.25	4.9	12.34	5.1
Marazion	8.57	7.4	7.28	7.3

November 14, 1985

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Opportunities in administration and non-technical research

Government Communications Headquarters, Cheltenham, carries out research, development, and production in the field of communications and communications security, including related computer applications.

The programme for Government Communications Trainees (GCTs) is designed to fit successful candidates for administration (ie policy-making, organisation, and direction of the Department's activities) and for individual research work or the direction of staff engaged on such work.

Candidates must be aged under 32 on 1 October 1985 and should normally have (or expect to obtain in 1986) a degree with first or second class honours, or an equivalent qualification, or a post-graduate degree.

Successful candidates aged under 26 will be appointed to the grade of GCT2 (salary 26905-28915), and those aged 26 or above to the grade of GCT1 (salary 29565-31540). Starting salary may be above the minimum, according to qualifications and experience. Promotion prospects to £25000 and above.

For further details and an application form (to be returned by 20 December 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/341.

GCHQ
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HEADQUARTERS

KEEPER

The Department of Geology at the National Museums of Scotland houses a prestigious collection of meteorites, fossils, minerals and gems.

A new Keeper is required to undertake the management of all aspects of the Department, including future exhibition strategy, the definition of collecting priorities and acquisition policy. You will also plan research work and follow projects through to the stage of publication in museum texts, catalogues and specialist journals.

The Department is a respected authority in the field of Geology and you will play an important role in fostering a close co-operation between the Museum and the international scientific community. As a holder of one of the leading posts within the National Museums of Scotland, you will enjoy automatic membership of the senior management team which offers advice to the Director and the Board of Trustees on policy for the Museum.

You must possess a good honours degree in a relevant subject, or a higher degree, with sound experience in mineralogy or palaeontology. A successful record of research work and proven managerial skills are essential.

Salary: As Curator Grade A £20,960-£23,900. Starting salary according to qualifications and experience.

For further details and an application form (to be returned by 9 December 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6999.

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HEALTH POLICY ANALYSTS

King's Fund Institute
£10K - £22K

The King's Fund Institute, a new independent centre for health policy analysis, is seeking to recruit a number of policy and data analysts during 1986. There are vacancies for both junior and senior posts.

The aim of the Institute is to analyse important and enduring policy issues in the health field in a non-partisan way, and to provide a forum for their discussion. Publications will be clearly presented so that intelligent non-specialists can understand them.

Applications are invited from people who combine an interest in trying to influence the future shape of health policy with computing, economic, medical, sociological, statistical and other kinds of specialised expertise. However, successful candidates will be expected to contribute more than a narrow disciplinary focus. A commitment to teamwork, an ability to exploit secondary data sets and skills in communicating to academic and policy audiences will be particularly important.

The selection process will encourage candidates to develop and explain how their own ideas could contribute to the Institute's initial agenda and approach.

Appointments will be for no more than 5 years in the first instance, but applicants interested in secondment from their present employers for a minimum of 2 years will be carefully considered.

Further information can be obtained in confidence from: Judith Pottinger, King Edward's Hospital Fund for London, 14 Palace Court, London W2 4HT.

Informal enquiries should be addressed to: Ken Judge, Director-designate of the King's Fund Institute: 0227-66822, ext 7641.

The closing date for applications is 15 January 1986.

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Sales Manager

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Negotiable to £25,000 S Manchester
SimSci International is a leading supplier of computer programs for design and operation of all petrochemical and petrochemical plant. In order to continue the expansion of its business in Western Europe, the company now require a graduate engineer with proven sales ability. Experience of computer aided design techniques and a European language would be useful.
Send full cv to: John Smith, PER, Leamy House, 21 Marble Street, Manchester M2 3AW.

SimSci INTERNATIONAL

Accountant

£20,000+ Falkland Islands
A strategic island is under construction in the Falklands and my client has responsibility for the catering, accommodation security, medical and laundry contracts for a workforce of over 1,000. A qualified Accountant is required to be responsible for control, organisation and effective implementation of contractual obligations. Additionally you will oversee office services including wages/salaries, accounting procedures and stock control. Reporting to the Site Director, candidates will be 30+, and fully versatile in management, cost and financial procedures. The company offers single status open-ended contract, tax-free salary of £20,000+, bonus and leave allowances.
Send full cv to: Lorna Mackay, PER, Hellenic House, 87-89 Bath Street, Glasgow G2 2ER.

Area Sales Manager

c£16,000 + car Sussex based
Part of a large group, our clients, manufacturing a range of valves and actuators, now require an Area Sales Manager for the Middle East. Sussex based, but travelling extensively, you will plan strategies, visit (established) customers, support, motivate and ensure the performance of the company's agents. In your 30s, with an appropriate HNC and good product awareness, your ten years' sales experience will have exposed you both to the oil/gas industries and to the Middle East. Fluent in English, Hindi and Farsi, you will, ideally, also have a knowledge of Arabic.
Send full cv to: Linda Mosses, PER, 53 West Street, Brighton BN1 2EL.

General Administrator

Five figure salary + car + benefits London
The Design Centre of the Laura Ashley Group are currently seeking a Personnel Administration Manager. Reporting to the Financial Controller your brief will include "overall responsibilities for administration of the centre" "advising Directors on personnel and salary issues" "supervision of a team of general staff" "monitoring the administrative costs of the centre. Candidates, aged 30+, must demonstrate sound personnel and administrative management skills coupled with some financial experience.
Send full cv, including salary requirements, to: Charlotte Rafferty, PER, 319-321 Chiswick High Road, London W4 4HL.

Design Engineer

Five figure salary Walsall, W Midlands
An established supplier of quality components to the automotive industry seeks a qualified and experienced engineer to produce designs from initial concept through to production.
Send full cv to: Jane Rothery, PER, 150 Corporation Street, Birmingham B4 6TB.

Commercial Sales Manager

c£12,000 + bonus + car Midlands
Success has created this position within a privately owned company which specialises in industrial electrical distribution. Aged in your 30s, you should have successful sales/sales management experience in an industrial electrical products environment. An electrical qualification would be an advantage. In addition to an attractive remuneration package there are excellent medium term prospects of a directorship.
Send full cv to: Doreen Woodward, PER, 150 Corporation Street, Birmingham B4 6TB.

UK Sales Manager

Negotiable salary + car + benefits E Midlands
Pegson Ltd, a company within the Sears Engineering Group, designs, manufactures and sells a range of specialist pumps. Due to a pending retirement, a UK Sales Manager is sought. Reporting to the Deputy Managing Director, you will be responsible for maintaining the established client base and developing new markets. Ideally aged 30-40, and qualified to degree/HND level, applicants should have previous experience in the sale of end-suction and centrifugal pumps, particularly for applications related to sewage treatment. In addition to an attractive negotiable salary, benefits include a car, free medical insurance and relocation assistance, where necessary. Career prospects are excellent.
Send full cv and salary requirements to: Kevin Mitchell, PER, Northampton House, 177 Charles Street, Leicester LE1 1LA.

Sales Engineer

c£10,000 + car + commission NW England
Selling the Hoybide range of tungsten carbide cutting tools and wear parts - responsible for existing and potential distributors, developing sales in the area and providing technical advice. Engineering and selling experience - ideally living in Manchester area.
Send full cv to: Mrs E.E. Mitchell, Anderson Smith & Co., PO Box 1, Princes Risborough, Bucks HP17 9EA. Tel: (0844) 5171.

Hoybide

Sales Representative

c£8,000 + car South England
Leading specialist in turned parts, linkage components and mechanical control assemblies for vehicle and machinery manufacturers requires younger candidates with engineering and sales experience.
Send full cv to: John Walters, PER, 14-16 Chapel Street, Luton LU1 2SL.

Marketing Director

c£20,000 + car Leicestershire
Leading your team with assurance and flair, and controlling a budget of some £400,000, you will be expected to make a strong impact at board level in this progressive company which, as the 'first' name in percussion musical instruments, operates in a fiercely competitive market. Part of a dynamic and aggressive management team you'll provide the marketing expertise which is so vital for prosperous growth. You'll need commitment, flair and inventiveness in order to produce and implement the right strategy, backed by the drive and determination to cope with real challenge. Ideally aged 30-40, you will be a graduate with at least seven years experience marketing consumer durables, preferably in the leisure or music business, and have proven ability to launch new products successfully.
Please: James Lowe or Jane Steel, PER, Leicester, on (0533) 551418 for an application form.

Director/General Manager

Metal Fabrication
£17,000-£20,000 + car + benefits Weymouth
My client is a small, highly profitable company, part of a well-established public group with an enviable reputation for quality in metal fabrication contracting, general and marine engineering. You will head up and develop the business becoming very much involved with the technical and tendering aspects as well as maintaining a close liaison with customers and responding to their needs. Applicants, aged 35-50, should be technically experienced in heavy metal fabrication, ideally qualified to higher national level and with a strong commercial acumen. The company offer an attractive basic salary with incentive scheme which should give realistic earnings in the region of £17,000-£20,000. Other benefits include pension scheme, BUPA and assistance with relocation expenses where appropriate.
Send full cv to: Robert Little, PER, Management Selection Division, 12A Commercial Way, Woking, Surrey GU21 1HG.

Sales Engineers

c£13,000 + car Midlands/The North
Schenck, the largest European manufacturers of vibration measuring, analysing, monitoring and field balancing equipment, require sales professionals to join their successful UK team. Responsibilities include identifying/developing potential customers/markets with full technical support available from Kinslip. Applicants should be self-motivated with HNC and proven industrial sales experience. Full technical training will be given.
Full cv to: John Backenburo, Schenck Limited, The Runway, Ruislip, Middlesex HA4 6TH.

SCHENCK

Senior Administrator

Negotiable five figure salary Manchester
With offices in Manchester, London and Sheffield, this successful architects' practice requires an Administrator with good accounting experience and strong organisational skills to provide the partners in all three locations with a comprehensive range of financial information and advice on related matters. A centralised accounting function is operated from Manchester on a Windows micro running Mumps and you will be expected to oversee all accounting procedures to trial balance stage, prepare budgets, forecasts and periodic reports, and assume responsibility for the administration of the Manchester general office and staff of 40-50. The position demands a highly professional approach as well as the ability to identify priorities and achieve results. Candidates must be fully qualified, should have extensive experience of accounting functions and be able to make a significant and early contribution to administrative efficiency, in return for an excellent salary negotiable at £14,000, superb working conditions and good prospects.
Send full cv to: Linda Connor, PER, Leamy House, 21 Marble Street, Manchester M2 3AW.

Administration Manager

c£12,000 neg + benefits Amersham, Bucks
The European HQ of Robshaw Controls Company wish to fill a new key post of Administration Manager. With technical background, experience in sales and general administration, your responsibilities will include sales office and customer liaison, purchasing, warehouse and project control. If you have proven ability to initiate systems and organise efficient throughput of work, please request non-confidential information by return.
Send full cv to: Sue Spring, PER, 20 The Butts Centre, Reading RG1 7QB.

Senior Process Engineer

Aberdeen
Texaco is a major North Sea operator with interests in 41 blocks which include ten producing fields. The current licences contain many excellent development and exploration prospects and the company is committed to acquiring additional opportunities through new ventures. A Senior Process Engineer is required to work with the Operations Department, based in Aberdeen, to assume responsibility for optimising the performance of oil, gas and water processing systems. Leading a small team of graduate process and instrument engineers you will be required to assist platform operations in troubleshooting day to day problems and also develop engineering plans to meet long term production targets. Suitable candidates will possess an honours degree in chemical engineering and at least ten years' experience in the oil or petrochemical industry. Familiarity with gas compression and processing is essential. Enthusiasm with computer simulation techniques and their application is desirable. The position although office based includes frequent visits offshore. An attractive salary and full benefits package will be offered. Assistance with relocation will be considered where appropriate. Interested?
Contact Catherine Lapsley, PER, 3rd Floor, St Martin's House, 181 Union Street, Aberdeen AB9 1BH. Tel: (0224) 574393.



Regional Manager

Core Analysis Laboratory London
15 years experience in all aspects of core analysis techniques, in particular steady and unsteady state relative permeability and reservoir condition waterflood measurements. Reservoir engineering knowledge and commercial laboratory management experience is essential.
For further information please: Alastair Wood, PER, Aberdeen, on (0224) 574393.

JOB HUNTERS

For a free job hunting information pack, send weekly details on the recruitment market place including over 450 new jobs, please telephone 01 278 9161/5 or write to: PER, (25) Promotions House, 2-4 Elm Street, Sheffield S1 4HR. For full guidelines to job hunting applications see booklet from house and personal.

Sales Director

c£20,000 negotiable + profit share S Yorks
My client has an excellent product, keen prices and some of the shortest delivery times around. After eight years successful growth in the fiercely competitive UK trailer market, expanding sales from the current level of £1.0m will be a tough challenge. But if you know selling and get a buzz from success in a demanding, entrepreneurial environment, it's a challenge you will welcome. Leading from the front, you will provide the support and motivation required to develop the full potential of the existing sales team. Your drive and commitment will command an attractive remuneration package including profit share, quality car, BUPA, and other benefits including relocation expenses. Please: James Lowe or Jane Steel, PER, Leicester, on (0533) 551418 for an application form.

Works Manager

£15,000 + car NW Essex
An autonomous subsidiary of an international group this company are specialists in the design and manufacture of high precision instruments for the medical and telecommunications industries. A Works Manager is now required to control and co-ordinate all activities within the production, technical and warehousing areas. This will involve monitoring internal systems, making recommendations for change and improvement where necessary and also maintaining and developing effective employee relations policies. This is a demanding role and calls for a strong administrator able to adopt a positive approach to problem solving and decision making. A management background within a uniformed manufacturing environment is expected, preferably in the electro-mechanical field. Formal qualifications may be an advantage but will not be as important as strong interpersonal communication skills, and the ability to motivate. Likely age 35-45. Benefits include an attractive, negotiable salary, company car, health insurance and relocation assistance where necessary.
Contact: Wayne Travis, PER, Management Selection Division, 14-16 Chapel Street, Luton LU1 2SL. Tel: (0552) 417562, for an application form.

PER MANAGEMENT SELECTION

Export Sales Executive

Five figure salary + car East Midlands
Our clients, Britain's number one manufacturer of drums and percussion instruments, are expanding. Their complete range of products is in great demand throughout the world and they need a highly motivated Export Sales Executive to develop these markets concentrating initially on Europe. If you have experience in a leisure/consumer sales environment, and a strong background in export, this is an outstanding opportunity you should consider. You will find an interest in music is an asset in dealing with their clients and fluency in German or another major European language is important. There is a good benefit package and the scope for personal development is exceptional in this progressive company run by a young management team who have very positive plans for the future.
Send full cv, including salary history, to: John Ashwood, PER, Northampton House, 177 Charles Street, Leicester LE1 1LA.

Sales Executive Packaging

c£12,000 + car Windsor based
Sekisui (UK) is a well established and highly successful manufacturing and trading company, part of a large Japanese Group, importing from both Japan and the Continent. We have a wide range of products, including adhesive tapes and plastic strapping for packaging. You will have complete responsibility for the profitability of your own product area, principally maintaining and developing sales to a substantial customer base, but also including, through an established infrastructure, monitoring and agreeing purchase prices and stock levels. Applicants, aged 24-34, should primarily be successful sales professionals with a proven track record, who are attracted to the challenge of a more comprehensive business brief than pure sales. Experience of selling to a similar or related market would be ideal.
Send full cv to: Robert Little, Senior Consultant, PER, 12A Commercial Way, Woking, Surrey GU21 1HG.

SEKISUI (UK) LIMITED

Accountant

c£12,000 Bromley, Kent
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Send full cv to: Barbara Hunter, PER, 71 High Street, Chislehurst, Kent BR7 5AG.

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We have a heritage going back some 30 years in the fashion industry and provide a comprehensive design and graphic consultancy to a world-wide clientele. Whilst our turnover is substantial, the need to expand has created an opening for a Sales Executive based in our London office, who will develop further business with clothing manufacturers and major retailers. Aged ideally 25-40, you will be fashion orientated with a sales background in the men's or women's fashion industry. The right applicant would have the opportunity to progress within the company.
Please write with details of your background to: John Ingram, Design Intelligence Ltd, 25 Southampton Street, Covent Garden WC2E. Tel: (01) 379 7063/7552.

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ASSISTANT SECRETARY

The British Institute of Management has a vacancy for an Assistant Secretary, based at Management House, Parker Street, London. Applicants should have experience of committee work, word processing, systems and administration. The Assistant Secretary will be responsible for the servicing of various committees. This includes the preparation of agendas, papers, briefing notes and minutes, and initiating any follow-up action. We are offering a salary of between £7750 and £9300, including London Allowance. Please send cv or telephone the Personnel Department for an application form.

BRITISH INSTITUTE OF MANAGEMENT

BIM Management House, Cottingham Road, Corby, Northants NN17 1TT. Tel: 0536 264222.

No advertisement. Previous applicants need not apply.

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GENERAL APPOINTMENTS

Trade 01-278 9161/5

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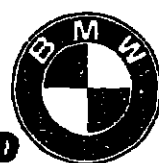
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You will need a large share of imagination and initiative. And the ability to improvise where necessary. People's lives will depend on how efficiently you do your job.

There are three different Corps in the Army that are concerned with engineering: Royal Engineers.

The activities of the Royal Engineers are very diverse covering the construction of bridges, airfields, roads and bulk petroleum installations. The building of ports and military camps. The laying and clearing of minefields and power generation and distribution. As a Royal Engineer you could also get involved in disaster relief work anywhere in the world, particularly in developing countries.

Royal Signals.

The Royal Signals are responsible for all telecommunications in the Army and for those of the RAF abroad.

The systems currently in use, range from the Clansman net radio, to large trunk systems covering most of Europe.

And from satellite communications stretching across the world to highly sophisticated surveillance systems.

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Royal Electrical and Mechanical Engineers.

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Qualifications.

Engineering graduates are welcomed by all three Corps. The Royal Engineers and Royal Signals also accept graduates in other disciplines.

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For further information please write to Major J Floyd, Department M31, DAR, Empress State Building, Lillie Road, London SW6 1TR stating your date of birth, your school, university, polytechnic or college of further education and the qualifications you have or expect.



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If you identify with this very special profile, please contact Jenny Riley MA MBCS on the number below or on 01-660 3665 at weekends and evenings. Alternatively send her a curriculum vitae quoting ref. ST3026. Initial interviews will be held in the London area and final assessment at Winter Park, Florida.



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GENERAL APPOINTMENTS Trade 01-278 9161/5

English Heritage

English Heritage, the popular name for the Historic Buildings and Monuments Commission for England, was formed last year to preserve and promote historic buildings and ancient monuments throughout England. We are funded by the Government, but independent of it. Some of our major properties are Stonehenge, Dover Castle,

Neville's Cross and Housenest's Roman Fort. The Inspectorate Division provides professional advice for English Heritage in the archaeological, historical, architectural historical and archaeological science fields and we currently have two vacancies for Curators within this division, based in Central London.

RECORDS OFFICER

The role of the Records Officer is to be responsible for the design and maintenance of record systems, relating to the documentation of scheduled ancient monuments and listed historic buildings. This includes the responsibility for developing record formats and manuals for graphic and textual information; manage the day-to-day activities of the Cartographic Officer, Computing Officer, Text Officer and supporting staff; develop and pursue, in conjunction with other members of the Inspectorate, a policy of acquisition of information relating to scheduled ancient monuments and listed buildings. You will also be responsible for developing a strategy for the dissemination of information held by the Inspectorate Records Office to all users of that information, including the

National Monuments Record and county Sites and Monuments Records and for co-ordinating responses to consultations and referrals from planning authorities and statutory undertakers. You should normally have a relevant degree preferably with 1st or upper 2nd class honours. You must have a broad knowledge of all periods of British archaeology and architectural history and preferably have an understanding of, and some experience in, machine methods of data-processing and modern methods of curating cartographic or graphic records. An awareness of the central importance of properly curated records in the work of the Inspectorate would be desirable. **SALARY:** as Curator Grade D £11,880-£16,165. Starting salary according to qualifications and experience.

CURATOR F (PUBLICATIONS)

You will be arranging for the collection, storage and transport of archaeological finds and records; be responsible for the Inspectorate's store at South Ruislip and maintain the catalogue of material held; arrange for the transport of finds to and from the appropriate museums and individual excavators; arrange accommodation at South Ruislip for temporary workers and liaise with the Ancient Monuments Laboratory and the archaeological drawing office. Duties will also include assisting in the production of publications; proof reading, assembling and checking illustrations, copying and distributing proofs to contributors and transporting texts and original drawings to

publishers. You will also be responsible, within the Publications Branch for keeping records of specialist appointments and reports published. You should normally have a degree in a relevant subject. Those without a degree may be considered exceptionally if they have relevant experience of special value for the post. You must have experience in archaeological work and the standard methods of handling and recording archaeological finds, together with a general knowledge of British archaeology. Experience of computerised records would be an advantage. **SALARY:** as Curator Grade F £20,880-£26,165. Starting salary according to qualifications and experience.

For further details and an application form (to be returned by 3 December 1985), write to Civil Service Commission, Alconbury Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke

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Interested candidates should write - in confidence - to Gary Long, quoting reference A.73307.

This appointment is open to men and women.

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Please write with C.V. to: Jackie Matthews, British Telecommunications PLC, Room 110, 85 Watling Street, London EC4M 9BN. Please quote ref ST69.

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CBS

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Tony Bridges (ref 560) Dick Degenhart & Partners Limited
Management Search & Selection
4 Priory Gardens London W4 1TT. Tel: 01-994 7620

HEAD OF LIFE SCIENCES

As part of its statutory duty to take due care for the environment in the production of electricity, the CEGB undertakes extensive research, covering the environmental and health implications of nuclear, fossil and non-conventional generation.

With the continued broadening of the environmental context in which it operates, the Board wishes to make a new senior appointment of Head of Life Sciences Branch in the Technology Planning and Research Division. This post will be based at the Central Electricity Research Laboratories, Leatherhead.

The person appointed will be responsible for developing and guiding the Board's life-science-based research, both internal and extra-mural, and for managing the staff of the Life Sciences Branch at CERL. The interests of the Branch include the biological pathways of emissions from power stations, the effects of atmospheric pollutants, radiation biology, the possible effects of electric and magnetic fields on people, the health effects of combustion products and the biology of fresh and marine cooling water. It is not expected that the successful candidate will have experience in all the fields mentioned, but the post does call for a life scientist of proven research ability and wide breadth of interest, with the facility to think clearly through interdisciplinary issues and to communicate effectively both within the scientific community and with other Board formations.

The salary will be within the range £27,805 to £29,575. Consideration would also be given to a secondment, or to a joint appointment, for a suitably qualified candidate.

Applications giving details of age, qualifications, research experience and interests, and present salary, should be sent to Mr W.H.F. Brooks, Manager of Personnel and Administration, Technology Planning and Research Division, Central Electricity Generating Board, Courtenay House, 18 Warwick Lane, London EC4P 4EB, by 29th November 1985.

The CEGB is an Equal Opportunities Employer.

CENTRAL ELECTRICITY GENERATING BOARD
TECHNOLOGY PLANNING AND RESEARCH DIVISION



IBM SOFTWARE SALES

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You will already have at least two years successful Sales experience in the IBM market and now want to capitalise on it, in a professional and performance orientated environment.

To gain the rewards associated with a start-up company, but with an established client base, telephone Ros Surrey today on 01-637 9611

Alternatively send your C.V. to the address shown below.

MANAGEMENT

EXECUTIVE

SELECTION

A CHANGE OF DIRECTION

If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for. Vacancies exist for self assured people with ability and business acumen to train for a career within the financial services industry. Exciting opportunities for personal success and career development are linked with excellent training and the prospect of a very high income. Without obligation, find out about our direction. Please telephone Clive Evans (morning) on 01-437 1481 or Keith Punt (afternoon) on 01-734 5660.



EDITOR

Established newsletter dealing with Africa requires an editor. This is an important and demanding position. The successful applicant will have a working knowledge of African current affairs and several years' journalistic experience. The post entails several visits to Africa each year. Salary commensurate with responsibility.

Please write in first instance with curriculum vitae to Box 0862W, The Times

Can you develop financial systems to shape the future?

As the largest and one of the fastest-growing management consultancy firms in the UK, Coopers & Lybrand Associates is in the vanguard of developments in the financial sector. Our financial services group provides a range of assistance to clients in areas such as banking, securities trading, investment management and insurance. It's a complex and fast-moving environment: as the City gears itself for deregulation and the race to exploit new business opportunities, demand for our specialist consulting services has rapidly expanded.

High-level management changes mean that we need to make a senior appointment in the field of systems consulting. The assignments are wide-ranging: working both in the UK and overseas, you can expect to play a major role in providing specific diagnostic recommendations on every aspect of operational and financial systems, undertaking IT strategy studies, software selection and effectiveness reviews.

Naturally, your work for us will be a logical progression from your current role. In your thirties, you may be holding a senior position in a consultancy or software house. Alternatively, you might be a management services director or a systems development manager in a financial services company. Whatever your track record, you'll possess a sound technical grounding in issues currently affecting data processing and the financial sector and the wide spectrum of analytical and practical skills required by the problems you can expect to face.

The position is a senior one with every prospect of rapid career development. Match up to our requirements and you can expect a remuneration package in the range of £30-40,000 plus car. If you think your experience qualifies you for a role in systems consulting, please send a full career résumé with a daytime telephone number and quoting Ref. T01/22 to Murray MacFarlane, Coopers & Lybrand Associates, Plumtree Court, London EC4A 4HT.

**Coopers
& Lybrand**

For business committed to growth.

EDUCATION DEPARTMENT

Budget & Resource Officer

PO2 (j) - £14682 - £15768

Applications are invited for this new post in the Education Department. Candidates should have extensive experience in management accounting and preference will be given to qualified accountants.

The Education Department is forward-looking and is actively devolving financial responsibilities to schools. Extensive use is made of an on-line financial information system (L.A.F.I.S.).

The postholder will report to the Principal Assistant Director of Education. He or she will be expected to maintain an overview of all Education finance (£80m p.a.) and will supervise a small budgetary control section. The postholder will also make a major contribution to the application of new technology and previous experience in computer developments would be an advantage.

Above all applicants must be self motivated and capable of working accurately and quickly under pressure. (Ref: E134) Application form and further details from Head of Manpower Services, Civic Centre, Rochester Avenue, Bromley, BR1 3UH Tel: 01-290 0324 (24 hour answering service). The post is subject to the LMGSC ring fence procedure, with their agreement it is now being offered on an unrestricted basis. Applications are particularly invited from employees of the GLC and Metropolitan County Councils. Closing date: 29th November 1985.

London Borough Of
Bromley

The National Trust

for Places of Historic Interest or Natural Beauty

Adviser on Paintings

A vacancy will occur for the post of Adviser on Paintings in our Historic Buildings Department on the retirement of the present Adviser.

Applications are invited from candidates with a knowledge of country house collections and European paintings. Responsibilities include advising on the care and presentation of the Trust's pictures and maintaining a catalogue. Academic and administrative experience is essential and the successful candidate is likely to be under 50 years of age.

The post is based in London but will require travel to all the Trust's historic houses, for which a car will be provided. Salary c. £14,000 p.a. Employment terms include a contributory pension scheme, life assurance and assistance with relocation expenses.

Please apply for application form, enclosing SAE to:

J.H. Woodcock

Personnel Manager

The National Trust

36 Queen Anne's Gate

London, SW1H 9AS

Closing date: 29 November 1985



MANAGING DIRECTOR English Language Teaching Division

Oxford University Press is one of the world's leading ELT publishers and ELT forms a major and developing part of its total activity.

The division employs around 120 staff and has a world wide network of overseas offices, agents and stockists. Its Managing Director will work from Oxford.

Candidates should have several years' senior managerial experience in book publishing, preferably ELT, educational or academic publishing, a successful record of developing and implementing publishing strategies, and a sound grasp of finance.

Salary is negotiable and there are excellent supporting benefits. Relocation expenses will be paid if necessary.

Please write with a brief outline of reasons for applying, details of current salary and an up-to-date c.v. to:



Clive Moody, UK Personnel Director, Oxford University Press, Walton Street, Oxford OX2 6DP.

NEWS PRODUCER

Radio Merseyside

To join the newsroom team working primarily on the preparation and production of the station's news output and current affairs programmes, including newsreading, interviewing and reporting. In addition, may produce feature programmes and take part in announcing duties. Journalistic experience at sub-editor or reporter level; good microphone voice and current driving licence, essential.

Salary £9,909-£13,420. Plus allowance of £971 p.a. Based Liverpool. Relocation expenses considered.

Contact us immediately for application form (quote ref. 6339/T and enclose s.a.e.): BBC Appointments, London W1A 1AA. Tel. 01-927 5799.

We are an equal opportunities employer

BBC LOCAL
RADIO

NEW BUSINESS DEVELOPMENT c £10,000

A major international service organisation located in Central London is seeking a person to assist the director responsible for obtaining new business. Applicants should be graduates aged 25-32 years who are capable of undertaking in depth research into potential clients; assisting in the development of the appropriate marketing and sales strategies; developing and maintaining comprehensive information systems and organising seminars and promotional material. This position will appeal to those who are analytical thinkers with an eye for detail; who excel in the art of communication and who enjoy working on their own initiative in a sophisticated people oriented environment.

Applicants should contact Mr Geoffrey Nash on 01-430 0601
MacBlain Nash & Associates, Carrington House, 130 Regent St W1

**MacBlain
NASH**
Recruitment Consultants

FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

FINANCIAL ACCOUNTANT

c £17,000 + car

A major international oil company currently seeks a young graduate ACA/ACCA with at least two years post-qualifying experience. Reporting to the Accounts Manager, your varied responsibilities will include supervising the financial accounts-section, and especially a strong systems development role. Computer knowledge is vital, as is team-management ability. The long-term prospects within this environment are outstanding.

ACCOUNTANT

c £16,000 + car + benefits

This well-known publishing company, has an interesting vacancy for a qualified ACA, possibly looking for their first move. Working closely with the Group Chief Accountant you will be involved in all aspects of financial accounting, including considerable planning and budgeting. Frequent liaison with management, and some overseas travel are other aspects of the position. The vacancy offers an exciting opportunity to a newly qualified accountant, in terms of experience and responsibilities.

SENIOR FINANCIAL ACCOUNTANT

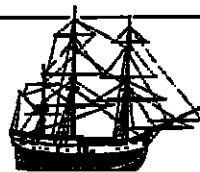
c £15,000 + bonus

As a result of internal promotion, a position has arisen for a qualified ACCA/ACMA aged 24-28 within a multi-national manufacturing company. Responsibilities will include timely production of financial reports, general ledger and asset ledger review and all aspects of financial accounting including supervision of a small team. The ideal candidate will have up to 1 years post qualification experience in a similar role, preferably within a large organisation.

A full benefits package is offered with this position, and it is envisaged that the incumbent will take up the role of Accounting Manager in the short to medium term.

Please contact Fiona Croll or Ann Cowell on 01-629-7262 for more details about the above positions.

ACCOUNTANCY APPOINTMENTS
7 PRINCES STREET, W.1. 01-629 7262



United Dominions Trust
A member of the **UDT**

Career Opportunities for Qualified Accountants

to play a major part in the development of **BANKING & FINANCIAL SYSTEMS**

United Dominions Trust is a major subsidiary of the TSB Group, located at New Barnet, just on the outskirts of North London.

Because of considerable growth and an upsurge in business, a planned expansion programme is being effected which involves the analysis and development of various financial systems and procedures. There has been substantial investment in new technology and all this has had the effect of creating new openings, particularly in the area of accounting practices.

We are looking for a number of Qualified Accountants to play a major role in the areas of:

Systems Development
Management/Financial Accounting
Internal Audit
Budgetary Control

You will gain experience in most of the above areas which will provide you with the opportunity of future career development. Energy and enthusiasm must be prime qualities in support of your application.

You will be joining an organisation which recognises professional ability and which rewards accordingly. Preferred age 24-30.

These positions will attract commencing salaries of £14,000 - £16,000 and all carry a comprehensive benefits package which includes:

• cash mortgage subsidy • profit share scheme • non-contributory pension and free life assurance • five weeks' holiday • assistance with relocation expenses, if necessary.

We have been specially retained to assist with these important and demanding posts. Please write in strict confidence, enclosing CV and quoting ref 327, to Douglas Askins.

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Management & Recruitment Consultants
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Tel: (01) 250 0003

A vital number for all successful Accountants

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PA PERSONNEL SERVICES' ACCOUNTANCY RECRUITMENT GROUP

FINANCE DIRECTOR DESIGNATE

c. £25,000 + car; North London

A rapidly-expanding young company, which provides a unique service to the retail and marketing industry, is actively seeking to recruit an ambitious young qualified accountant with general business awareness to become its

Financial Controller. This is a newly-created position, reporting directly to the Board and requires someone bright, quick-witted and hardworking. Appointment to the Board will occur once success has been proven. Ref: SSA8/0458/T.

FINANCE MANAGER

c. £17,000 - £18,000; Middlessex

A young, qualified accountant is sought by a major multinational, for a profitable subsidiary involved in designing and manufacturing army training equipment. A working knowledge of sophisticated computer systems, along with a desire to become involved in all aspects of financial accounting, is

essential. Experience of government contract work would be desirable. This is a challenging and demanding line-management role for an enthusiastic ACA, offering scope for development within the group organisation. Ref: SSA8/0454/T.

AMBITIOUS QUALIFIED ACCOUNTANTS

£17,000 - £20,000; London

Opportunities exist for commercially-minded young ACAs to join an international oil major. To take the step towards a successful international business career, you should be aged around 25-30, be highly motivated with a good honours degree, and have an

impressive track record to date. The positions offer early responsibility at operating level and the probability of overseas travel as well as an attractive remuneration package. Ref: SSA8/0429/T.

For further details, please contact Fiona McMillan, Accountancy Recruitment Group, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-235 6060 (24-hour answerphone).

PA

PA Personnel Services

Executive Search - Selection - Psychometrics - Remuneration & Personnel Consultancy



Ambitious Young Accountant

Aged: 25-30
Remuneration: up to £19,000

Lever Brothers is a progressive business, with leading brands such as the Persils, Comforts, Domestos, Jif, Shield, Lux and many others. As part of Unilever we are able to offer outstanding career opportunities to individuals of the highest calibre.

We now wish to recruit an enterprising young accountant with the potential to progress rapidly to senior positions with broad Commercial responsibilities.

The initial assignment will be as a Management Accountant working with other Functional Management to identify and progress opportunities for advance in our highly competitive industry. You will work alongside highly capable and motivated managers at all levels, and you will need to combine your insight with powerful persuasion to ensure an effective management accounting input to decision making. You will become involved in all aspects of business propositions and will be expected to apply a sharp mind to evolving better methods.

Our specific requirement is for a high calibre graduate, aged 25-30 who has at least 4 years relevant management experience and who can demonstrate a successful track record in a major Company environment. Commercial acumen, energy and well-developed communication skills are essential, as is the necessary ability to influence senior management.

An excellent remuneration package is available, including initial rewards up to £19,000 p.a. and other major Company benefits. Assistance with relocation is available where appropriate. The initial location will be at Port Sunlight on the Wirral, but candidates should be prepared for future mobility.

Please forward your comprehensive career details to John Gilkes at the address below:-

Lever Brothers Limited, Lever House, 3 St James's Road, Kingston upon Thames, Surrey KT1 2BA.
Telephone No: 01-541 8405



Lever Brothers
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Newly/Recently Qualified Accountants

British Maritime Technology Ltd., is an independent commercial company which carries out high-technology consultancy and research for both industry and government. The company is structured into seven divisions, each operating as a profit centre, and employs 500 staff on four sites.

Following a recent merger, the Finance Department has been reorganised creating these two attractive opportunities at our offices in Feltham, Middlesex.

Systems Accountant - c. £15K

Reporting to the Head of Finance, the Systems Accountant will be responsible for the implementation, development, and maintenance of the company's accounting and management information system. The installation of this system, based on a mini-computer operating in a multi-site network environment, has just recently been completed. Key tasks will be to carry out a review of the installation, implementing further packages, and developing the system, as well as undertaking ad hoc assignments in support of headquarters staff.

Applications are invited from recently qualified accountants with previous experience of computerised accounting systems.

Regional Accountant - c. £15K

Also reporting to the Head of Finance, the Regional Accountant will be responsible for:

- Ensuring the accuracy of the monthly management accounts for Divisions based in the Southern Region. This will involve close liaison with project leaders on estimating project costs, cost control, and valuing work in progress.
- Supervising the team responsible for processing all financial and management data at our three southern sites, using a recently installed computer system.
- Ad-hoc assignments in support of headquarters staff.
- Preparation of monthly and statutory accounts for a subsidiary company.

Applications are invited from accountants who have recently qualified or who are about to qualify, and have had experience of staff supervision and contract accounting using computer based systems.

Other benefits for both positions include a low cost pension scheme, subsidised staff dining room, and relocation assistance.

Please write with full C.V. to Peter Bradford, Personnel Officer, British Maritime Technology, Faggs Road, Feltham, Middlesex TW14 0LQ. Tel: 01-890 8989 (ext. 465).

BMT
British Maritime Technology

GRADUATES REQUIRED TO TRAIN IN LOCAL GOVERNMENT FINANCIAL MANAGEMENT

OPPORTUNITIES FOR GRADUATES IN 1986

If you are graduating in 1986 now is the time to plan your future. Financial Management in the public sector offers a rewarding and satisfying career.

Oxfordshire offers extensive practical and academic training, leading to a full accountancy qualification with the Chartered Institute of Public Finance & Accountancy. Starting salary will be around £5,000 and on qualifying, could rise quickly to around £13,000.

If you feel you possess the necessary qualities to train as one of the Financial Managers of the future, contact Colin Soraggs, Assistant County Treasurer (on Oxford 815311), P.O. Box 12, Oxford, OX1 1TH, for further details and an application form.

Closing date for applications is 1st December, 1985.

Jonathan Wren

Career Opportunities in Banking / Finance

Few companies can offer the career opportunities and benefits found in Banking, Leasing and Finance. We would like to hear from candidates with a proven record of success in any of the following growth areas, which we offer as a selection from our Register.

Banking

FX Dealers

Spot/Forward, Cable/Arbitrage, Deposits, Corporate Dealers with at least 2 years experience. Age preference 20-30 years

£16-£28,000

Lending Officers

Preference for Graduates, in a numerate discipline, with at least 2 years existing/new business background in UK Corporate or International Lending.

£18-30,000

Credit Analyst

Challenging opportunities for Graduate Analysts with 1-3 years analytical background in Maritime Lending. Some vacancies include further credit training, while others may lead to a Junior Marketing role.

£10-£14,000

International Audit

Major US Bank is currently seeking a young Graduate ACA with an interest in systems and a willingness to travel. A sound knowledge of a second European language would be advantageous. Prospects for internal promotion are excellent.

£15,000

Leasing

VP Projects

A Major Asset (£20M +) Financial Negotiator with experience of ships, aircraft, or preferably, property real estate financing in the £10M range.

Neg £35,000 +

Junior Marketing

A young Big Ticket UK tax based Marketing Executive is sought by at least 4-5 leading names. A Graduate with 1-2 years credit analysis documenting and evaluating skills preferred.

Neg £17-£20,000

Credit Manager / Sales Aid

Must have experience of small volume high turnover transactions eg vendor programmes plus the occasional £1M deal. Age 30-35 years.

Neg £15-£20,000

Group Accountant

A bright ACA from a Big '8' background - reporting to the Financial Director, duties will include the preparation of the consolidated accounts, budgets, forecasts, and cash flows, as well as involvement in Corporate Finance/Strategic Planning work.

£16,000 Plus Car

Please telephone, or alternatively send your CV in strictest confidence.

SYDNEY

Jonathan Wren

HONG KONG

Recruitment Consultants

170 Bishopsgate, London EC2M 4LX. Tel: 01-623 1266

PROJECT ACCOUNTANT

Watford

to £16,100

This is no ordinary job. You will be required to apply all your training, expertise and commercial judgement assisting operational management in resolving the complex objectives of a large nationally based industry. You will often be working with the Directors themselves in evaluating major joint ventures as well as improving day to day profitability.

You will be working for British Waterways, the nationalised industry responsible for the promotion and development of 2,000 miles of inland waterways. Charged by the government with the task of promoting commercially the fullest possible use of the waterways for leisure, tourism and freight transport, the board also seeks value for money from their maintenance expenditure whilst remaining sensitive to their important environment heritage. It is a delicate balancing act in which the Project Accountant will play a key role in both assessment and decision taking.

If you are an experienced Qualified Management Accountant (male or female) with excellent communication skills and think you could handle this challenge, call George Ormrod B.A. (Oxon) on 01-856 9501 or write with your C.V. to Douglas Llambras Associates Limited at our London address quoting reference No. 5824.

410 Strand, London WC2R 0NS Tel: 01-836 9501
163a Bath Street, Glasgow G2 4SQ Tel: 041 228 3101
113/115 George Street, Edinburgh EH2 4BN Tel: 031 225 7744
Brook House, 77 Fountain Street, Manchester M2 2SS Tel: 061 236 1553

DOUGLAS LLAMBRAS
Douglas Llambras Associates Limited
Accountancy & Management
Recruitment Consultants



FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

VAT CONSULTANTS Salary £15 - 25,000

We have recently formed an International Trade Group, an experienced team of tax partners and managers, which provides integrated tax services to clients in the fields of VAT, Customs & Excise Duties, and International and US Expatriate taxation. This exciting development within a large international accountancy practice has created further challenging career opportunities for VAT consultants.

You should have either HM Customs & Excise training and experience, probably at HEO grade, or an accountancy or legal qualification. Successful candidates will have already gained substantial VAT experience, wide practical knowledge of the relevant legislation and the ability to communicate with senior management. Experience of Customs & Excise Duties legislation would be useful, although not essential.

You will be responsible for consultancy assignments for clients ranging from large international companies to small businesses.

You will be expected to liaise extensively with other parts of the PW practice and to demonstrate initiative and a keen sense of business awareness.

Candidates, probably between 25 and 38, will be offered an attractive salary, and depending on the level of appointment, a car and other benefits. Prospects for early promotion are excellent. The positions are based in London and, where appropriate, relocation expenses will be paid.

Please write, in confidence, with detailed CV to:

John R Townsend
Price Waterhouse
Southwark Towers
32 London Bridge Street
London SE1 9SY

CAREERS IN VAT

Price Waterhouse

Why Price Waterhouse?

If you are really determined to establish your career as a Chartered Accountant, here are the reasons why other equally ambitious and talented people have joined PW in our offices throughout the UK.

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● **Career development:** outstanding opportunities, generated by continuing growth, in general practice, tax, insolvency, computer audit, the public sector and consultancy.

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standards of professional excellence you can find out more by reading our booklet "Career Development in PW".

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32 London Bridge Street,
London, SE1 9SY.
Tel: 01-407 8989.

Price Waterhouse

Offices in: London, Aberdeen, Birmingham, Bristol, Cardiff, Dudley, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, Manchester, Middlesbrough, Newcastle, Nottingham, Southampton, Windsor and Jersey.

Please send me a copy of your booklet "Career Development in PW".

Name: _____

Address: _____

To: Mike Jennings,
Price Waterhouse,
Southwark Towers,
32 London Bridge Street,
London, SE1 9SY.

Gabriel Duffy Consultancy

AUDIT - FINANCIAL SERVICES

£16-30,000

Some of the most prestigious names in the City of London today are keen to talk to audit professionals with sound DP experience, to strengthen their internal audit and operational review functions in readiness for the "Big Bang" next year. The opportunities range from Systems Audit with a US Bank to Head of Audit with a Merchant Bank. All carry excellent starting salaries and extensive benefits packages, including substantial mortgage subsidies. Contact Darrell Smith on 01-623 3195 (day) or 01-444 3559 (evenings and weekends).

UK TAX ADVISER

Package in excess of £40,000

This major international bank has created a new London based group to research and develop financial packages and projects. An opportunity exists for dynamic UK tax specialist to join this team and advise on the tax efficient projects. This demanding and high profile role requires a superior candidate with a lively personality and entrepreneurial approach. In the first instance please contact Fran Friedman on 01-623 3195 (day) or 01-380 7902 (evenings and weekends).

MANAGEMENT CONSULTANCY

£18-30,000

We are able to offer opportunities in London, Birmingham, Manchester, and Southampton to ambitious graduate Accountants who can demonstrate fast-track career success in manufacturing, computers, financial services and the public sector. Wide variety of assignments, some involving overseas travel, are available. For further information please write to Don Lennie at the address below, or telephone him on 01-623 3195 (day) or 01-354 5229 (evenings and weekends).

Gabriel Duffy Consultancy 17 St. Swithins Lane,
Cannon Street, London, EC4N 8AL.

Help wanted to feather nests

up to £25,000 Tax Specialists

"The art of taxation is so to pluck the goose that the maximum number of feathers are obtained with the minimum amount of hissing".

Jean Colbert 1665

Colbert's statement still rings true today, thus there is a great demand for tax specialists who can keep the plucking to a minimum.

If you have good specialist tax knowledge (personal or corporate), your services will be in high demand. But this pleasant situation presents problems. You need to ensure that a move will enhance your experience, enable career development and bring appreciation for your personal style.

Candidates vary in their skills, objectives and personalities. Our philosophy as recruitment specialists is to view every candidate as an individual. We take time to find out about your specific requirements and to give free and unbiased career advice.

We will be pleased to tell you about the spectrum of appointments we are handling and their suitability for you. They range across both the profession and commerce and are mainly in the £20,000-£25,000 salary bracket. They will be of interest to those who have recently made the decision to specialise or those whose tax careers are already developing well.

An informal career discussion can be arranged by simply phoning Paul Carneiro ACA or Carrie Andrews ACA on 01-242 6633 or send us brief details of your career to date at Macmillan Davies, Kingsbourne House, 229/231 High Holborn, London WC1V 7DA.

Macmillan Davies
ACCOUNTANCY & FINANCE

Kimberly-Clark

The Service and Industrial Division is an extremely successful business operation within Kimberly-Clark Limited and has established an increasingly strong presence in its specialised markets for non-woven and paper disposable and limited life products.

Young Financial Analyst Mid Kent Up to £12,000

We are looking for a young Financial Analyst probably aged around 23/27 who will join an existing team and take individual responsibility for providing support to Divisional Management especially in respect of marketing projects. This will involve the analysis of financial and commercial data, preparation of Quarterly Plans, Annual Budgets and longer term plans and product costing, pricing and investment appraisal.

Candidates must possess sound educational achievements to degree/MBA level with a business or financial specialism and 1/2 years exposure in commerce or industry. Candidates must be capable of rapid career development which will not necessarily be within the financial function.

The appointment is based in mid-Kent and full relocation assistance will be given where appropriate.

Brief but comprehensive career details for: New Appointments Group, Personnel & Selection Consultants, 5 Park Road, Sittingbourne, Kent. ME10 1DR. Telephone: (0795) 75431.

new New Appointments Group
Personnel Consultants

YOUNG FINANCIAL DIRECTOR

Hampshire c. £17,500 + car

A member of the highly successful Halma Group, the company is a leading manufacturer of electronic fire detection equipment. The company has considerable scope for further profitable growth and operates with a substantial degree of autonomy.

The person we seek will be a qualified accountant, probably ACA, of above average ability who is between 25/35 years of age. The successful candidate must be enthusiastic to make a personal contribution to shaping the company's future and to provide the professional financial support to a young, ambitious and dynamic board.

This is an exceptional opportunity for a high calibre accountant to assume responsibility for the entire finance function of an expanding company. Please apply in strict confidence, or telephone for further details, to

Mr P.A. Tett, Director,
Halma p.l.c., Halma House,
Kingsbury Road,
London NW9 8UU
Tel No. 01-205 0038

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HORIZONS

A guide to
career development

A job for the headhunter

Recruitment using executive search technique (that is without recourse to advertising) is now generally accepted in Britain and it is estimated that more than 70 per cent of all top jobs are filled in this way.

Executive search is usually appropriate only for appointments carrying salaries of more than £25,000, although some recruiters are prepared to search below this level. The "headhunter" approach may also be adopted for specialized appointments, irrespective of salary levels, for which candidates can be identified by the uniqueness of their skills.

A candidate may find the initial approach by the headhunter somewhat daunting. It will invariably be by telephone and the consultant may suggest an informal meeting to discuss a senior appointment. Little information will be exchanged at this stage and it is reasonable to expect the consultant to confirm his invitation in writing and at the same time establish his bona fides.

Unfortunately, there appears to be a developing trend towards "information poaching", in which individuals act on behalf of clients and obtain sensitive information from competitors using the pretext of an executive search programme. These imposters use executive search as a cover for what is in reality a form of modern industrial espionage.

Don't resign without
another job to go to

The first meeting with the consultant will usually be low key, possibly over lunch. The consultant will wish to establish that the candidate is genuinely interested in discussing a job change.

He will have done his homework and will probably have a fair amount of information about the candidate, including age, qualifications and present and previous jobs.

Because of the confidential nature of executive search, the consultant may not at this stage wish to identify his corporate client and will talk about the appointment in general terms, such as company size, approximate location and markets. It is not prudent for the candidate to press for further information at this stage.

During this initial meeting the candidate should not feel obliged to give confidential information about his company but he should be prepared to table his curriculum vitae. Many candidates are reluctant to table

Get a consultant to find
the right candidate
for the executive slot,
says Jackson Taylor

their full career details during their first meeting with the consultant. This is an unfortunate attitude, because the consultant should recognize that a responsible consultant will not abuse confidential information.

The consultant will wish to know key areas of responsibility, to whom the candidate reports and how long he has held his present position. Of particular interest are the promotion prospects associated with the candidate's present job. The consultant will wish to explore technical and product knowledge so that he can determine the relevance of the candidate's experience.

If the candidate has joined his present employer within the past few years, the consultant will wish to verify the circumstances of the job change. Redundancy is a fact of modern business life and many people involuntarily change their job because of impending redundancy. Far too many candidates try to cover up redundancy by suggesting they resigned "because of a disagreement on policy".

Dignity apart, only fools resign to the oblivion of unemployment. It is a wise person who understands that it is easier to find a job from a job.

Resignation is often used as a euphemism for being sacked. Tragically, it is a recognised fact that many redundant executives are unemployed, dependant of course on the circumstances of redundancy and upon age.

The consultant therefore has to resolve the unfortunate "stigma" image to ensure that any recent job changes by the candidate are contributory towards positive career development.

A follow-up meeting with the consultant will generally be more formal. The candidate by this time will have been given the identity of the client and a copy of the latest annual report or other relevant financial and trading information. He will also have received a detailed job description indicating the ranking of the appointment within the overall organization.

During this meeting, more background information about the job will be tabled and an explanation will be given as to why an outside appointee

is being considered. The salary package will be discussed together with other fringe benefits, including pension portability, stock options, relocation costs and so on.

The subsequent meeting of the candidate with the client's representative may also, in the first instance, be low key. The consultant will usually withdraw after making the introduction, leaving both parties to talk in more detail. The candidate is in a strong negotiating position which must not be abused. He has not applied for the job, he has been approached and can, therefore, talk on equal terms with a prospective employer.

It is unlikely that candidates will be exposed to psychometric testing, although some organizations advocate this, even in respect of very senior appointments.

The assessment of individual personality and behaviour does not belong to rational science and an interview is a notoriously poor way of evaluation. Some candidates interview well but give a false picture of their ability. Oscar Wilde once wrote that "experience is the name everyone gives to their mistakes".

Candidates who interview poorly, but have an acceptable track record, are not necessarily discounted by consultants. A large percentage of communication is non-verbal and a trained observer can read the signals without the candidate necessarily being aware that he has revealed them.

Established behaviour
pattern is best guide

The prudence of inviting a senior executive with an exemplary track record to submit to psychological testing is often questioned. Whether random dots can really indicate intelligence or bizarre questions reveal personality profiles are points for considerable debate.

Psychological tests are supportive rather than assertive but must not be disregarded as they have an important complementary role in the total assessment programme. A candidate's established pattern of behaviour is without doubt the most reliable method of identifying possible future performance and the nature of executive search is a function of this activity.

Jackson Taylor is managing director of Jackson Taylor International Associates, a recruitment consultancy operating from Darlington

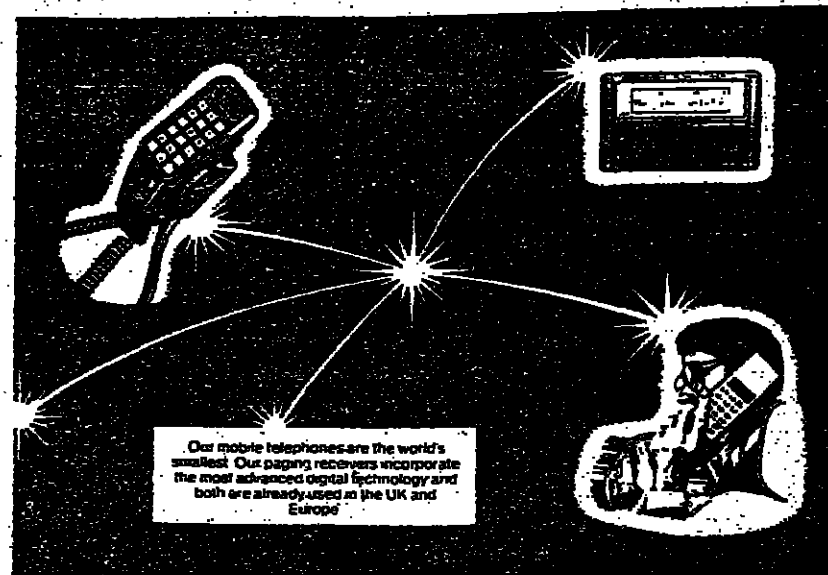
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Texas Eastern North Sea, Inc is the UK subsidiary of a major US energy corporation with extensive worldwide exploration and production interests. Having been active in the North Sea since the early 1960's, Texas Eastern's current achievements include:

- Acquisition of interests in 75 Blocks in the North Sea
- Participation in the drilling of over 600 North Sea wells
- Working interests in seven UK producing oil and gas fields, four Norwegian oil and gas fields, one producing gas field in the Netherlands, and several other known discoveries

all of which combine to make the Company a significant owner of North Sea reserves; furthermore, this long-standing involvement has resulted in the accumulation of one of the largest North Sea seismic and well log data banks in the industry. In addition to acreage currently held under license, Texas Eastern is embarking upon the most aggressive exploration programme in the history of its North Sea involvement, as the Company launches plans to become an Operator.

To more effectively handle both its existing producing fields and the evaluation of potential new development projects Texas Eastern now plans a further expansion of its London Operations Department. Our immediate requirement is for two petroleum engineers and one development geologist.

Staff Reservoir Engineer

Candidates will have a good Honours degree in Petroleum Engineering/Science and will have 5-8 years petroleum engineering experience, at least two in practical field activities with a background in reservoir engineering and knowledge of reservoir simulation and basic economic modelling. Job responsibilities will include being a member of a small team undertaking field studies involving reservoir simulation.

lation models on producing fields in which the Company has an interest and participating in the technical and economic evaluation of new ventures.

Staff Petroleum Engineer

Candidates for this position will have a good Honours degree in Petroleum Engineering/Science and will have 5-8 years petroleum engineering experience with at least three years in practical field activities. Job responsibilities will include monitoring partner operated activities with emphasis on production and drilling activities, field performance, production process requirements, exploration well testing and the evaluation of field development proposals. Involvement in wellsite activities will be required as the Company's operating role develops.

Staff Development Geologist

Candidates will have a good Honours degree in Geology with at least ten years background in exploration and development geology. Good knowledge of log analysis and some experience with reservoir engineering techniques along with ability to work with minimum supervision. Job responsibilities will include being a member of a small team undertaking field studies involving reservoir simulation models of major producing fields in which the Company has an interest and maintaining reservoir structure/isopach maps on other fields.

The Company offers:

- An excellent work environment which encourages individual initiative as well as team participation.
- An attractive remuneration package which includes a highly competitive salary, fully subsidised membership of BUPA and a non-contributory pension scheme.

If you have the required qualifications and experience coupled with good communication skills, initiative and ambition, please write with full C.V. to:

**L.D. Hoagwood,
Texas Eastern North Sea, Inc,
Fifth Floor,
Berkley Square House,
Berkley Square,
London W1X 8LE**

**TEXAS
EASTERN**
North Sea Inc.

Northern Ireland
Economic Council
APPOINTMENT
OF DIRECTOR

The Economic Council is an independent body established by the Secretary of State for Northern Ireland to advise and report on economic and industrial issues. The Council, which is chaired by Sir Charles Carter, is composed of management, trade union and independent members.

Applications are invited for the post of Director, which will shortly be vacant owing to the resignation of Dr L. D. McClements in order to become a consultant. The duties involve overall responsibility for the Council's work and administration, as well as detailed work on individual research projects. Candidates should have substantial experience of research on or analysis of economic issues, and a capability in research management, and a degree or preferably a higher degree in Economics or a closely related discipline.

It is expected that the initial salary will be in the range £21,000-£25,000, but a candidate of exceptional experience and qualifications may be considered for appointment at a higher level. The possibility of secondment is not excluded. There is a non-contributory pension scheme.

Application forms and further details may be obtained from the Secretary of the Council at Belfast House, 2 Lincolns Street, Belfast BT1 8BA, or by telephoning 01223 23125. Completed application forms, addressed to the Chairman, must arrive not later than 16 December, 1985.

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We are a small, successful, growing company which is a subsidiary of a large organization. There is an exciting opportunity for a bright young individual between the ages of 25 and 35 with experience of selling advertising space to advertisers direct and to advertising agencies. We are particularly keen to find a salesperson who will fit well into a professional management team and who will be able to take on the responsibilities that will occur if sales targets are met or exceeded. Salary will be approximately £18,000 p.a. plus a generous incentive scheme and other benefits which will be negotiated. Please write giving full details of experience to date and any relevant information to Box 20727 The Times

Crone Corkill
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NATIONAL ASSOCIATION OF YOUTH CLUBS

CHIEF
EXECUTIVE

The National Association of Youth Clubs is seeking a successor to Mr Michael Butterfield who will be retiring from the post of Chief Executive in June 1986.

NAYC is the largest non-uniformed youth organisation in the United Kingdom with some 750,000 members in over 6,000 affiliated youth clubs. It provides support and services for those working with young people in 45 local Associations (at county level), in England and three Divisions (Scotland, Wales and N. Ireland).

NAYC under its long-term Plan for 1986-1991 will co-operate with local Associations and Divisions to raise the standard of youth club work in the United Kingdom. The role of the Chief Executive will be crucial, in partnership with full-time staff and volunteers, in ensuring the effective implementation of the Plan.

The Chief Executive must have an understanding of and sympathy with the needs and aspirations of young people, plus proven management skills and the ability to lead a multi-disciplinary team. Experience of work in the voluntary sector is desirable.

Salary £19,204 - £24,296

Further information and application form from:
Michael Butterfield, National Association of Youth Clubs, Keavick House, 30 Peacock Lane, Leicester LE1 5NY

Applications must be received by 13 December 1985
NAYC is an equal opportunities employer

The need to develop new products and new applications in the field of advanced polymeric material has created openings for:

Chemists or Chemical Engineers

at our European Headquarters in Geneva.

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- University degree, Doctorate preferred
- Background in surface chemistry, organic materials and/or textile fiber science desired
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All applications will be acknowledged and treated in confidence. Please write to:

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Expanding 60 strong architects office in South Kensington needs assistant office manager. Duties include some typing, some figure work and general administration.

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